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*Official Organ of the*  
**AMERICAN NATIONAL LIVE STOCK  
ASSOCIATION**

PUBLISHED MONTHLY

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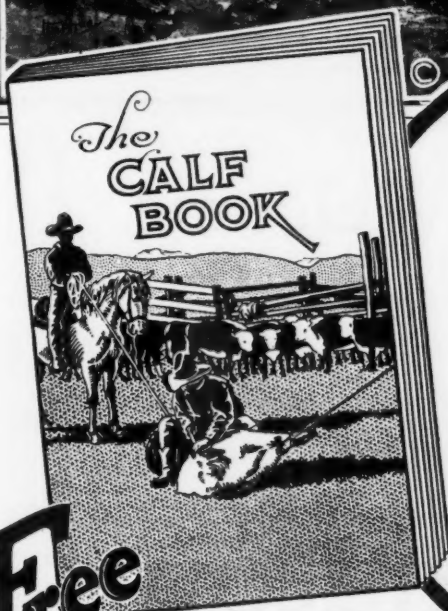
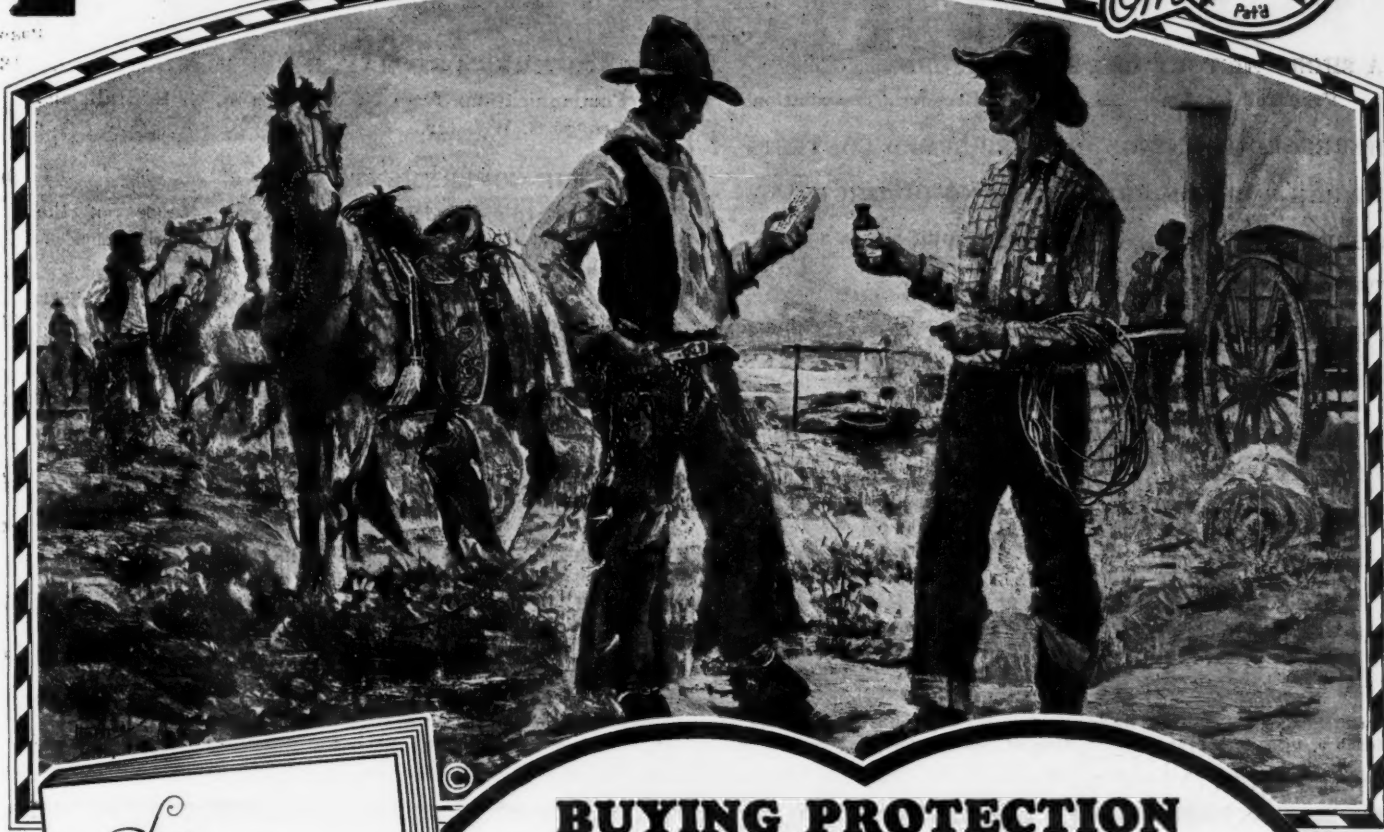
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# THE PRODUCER

## THE NATIONAL LIVE STOCK MONTHLY

Volume XII

DENVER, COLORADO, FEBRUARY, 1931

Number 9

### A Short History of the Hereford

PREPARED BY THE AMERICAN HEREFORD BREEDERS' ASSOCIATION

(EDITOR'S NOTE.—This is the first of a series of articles on the beef breeds of America. Next month the Shorthorn will have its inning, to be followed by the story of the Aberdeen-Angus.)

**T**HE HEREFORD BREED OF CATTLE ORIGINATED in and takes its name from Herefordshire, located in the west of England. We may explain the fact of its being recognized as the foremost beef breed suited to grazing by noting that this region is essentially a grazing country of gently rolling hills.

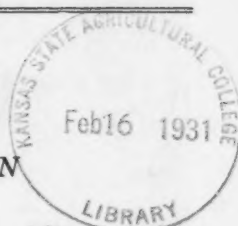
Hereford cattle were originally developed for the

purpose of providing draft animals. After serving their period of usefulness as such, they were fattened and butchered to provide the beef of the age. Thus, size and strength, along with a mature high-dressing carcass, were the primary qualities sought in these early cattle, and we may reasonably assume that herein lies the explanation of the robust, hardy constitution, quick-fattening ability, with good-quality, high-dressing carcass, so characteristic of the breed today.

The development and improvement of Herefords as a distinct breed began in England some two hundred



FIRST-PRIZE GET OF SIRE, AMERICAN ROYAL LIVE STOCK SHOW, KANSAS CITY, MO., 1929  
Owned by Robert H. Hazlett, Eldorado, Kan.



years ago. Early breeders, in striving to attain the qualities enumerated above, also gradually established the red color, with white face and markings. The kind of cattle that would yield the greatest return under good grazing conditions was the ideal of the



**GOOD DONALD 33**

Owned by T. E. Mitchell & Son, Alberta, N. M.

early breeders, and the present type of Hereford has been evolved from careful study and mating of the best beef-producers through almost two centuries.

The first importation of Herefords into America of any consequence occurred in 1840, when a shipment of twenty-two head was brought into the State of New York. Later importations and the general distribution of the breed through the eastern states stimulated such a demand for Herefords that, with the development of the middle-western states, it became necessary to make heavy importations from England for several years, commencing about 1880. The importations of the eighties, with their wide distribution in the United States, firmly established the breed in this country. The blood introduced, added to the foundation already here, provided sufficient material for breeders to improve the breed to the point where subsequent importations proved of little or no value, and the modern American Hereford is generally recognized as being superior to the type produced in any other country.

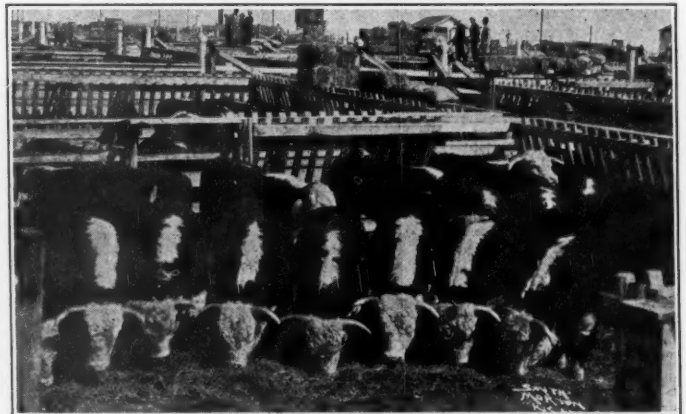
A review of Hereford distribution and popularity in the United States reveals successful results under any and all physical or climatic conditions where cattle can be operated. From the severe winters of Canada to the tropical summers of Florida, through seasons of drought or plenty, on desert or meadow or western ranges, through the feed-lot and showing, and even on the hooks in the coolers, we find the Hereford today complacently occupying the enviable position of the "Beef Breed Supreme."

This notable achievement has not been without a struggle in the stiffest competition, and was attained on the basis of merit alone. For almost two hundred years these cattle have been bred and selected for beef type, constitution, hardiness, grazing qualities, early maturity, and prolificacy; and these qualities have become so fixed in the individuals of the breed that they are unerringly transmitted from generation to generation.

### Hereford Type

The Hereford approaches the ideal beef type as nearly as it is possible for a living animal to approach an ideal. A man who is probably the most prominent breeder of another breed of beef cattle, in a public statement to a gathering of Hereford breeders, said about a recent International Grand Champion Hereford bull that he was the most nearly perfect beef bull of any breed that he had ever seen.

The Hereford is broad of muzzle; short and wide of head; short and thick of neck; well sprung of rib; with a deep, wide chest; a wide, deep, and squarely built body, carrying a thick, deep, even covering of rich, juicy flesh; mellow of hide and silky-haired; borne on short, straight, heavily boned legs; carrying the highest possible percentage of the highest-priced cuts of meat and the lowest percentage of offal. Just as swine have been bred and developed to produce pork, so the aim of the Hereford breeder has been to produce beef. No variations, such as to dual-purpose or dairy type, with the consequent weakening of the power to transmit one or the other, have ever under-



**YEARLING HEREFORD BULLS**

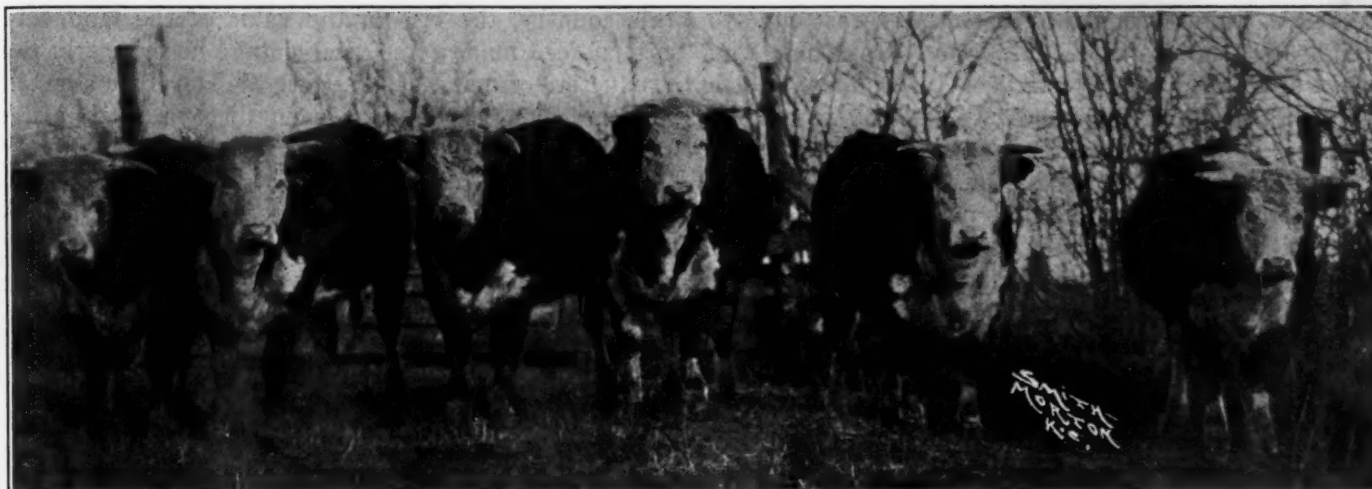
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mined the Hereford foundation. This is an age of specialists, and the production of beef is the specialty of the Hereford.

### Why Resistant to Hardships

The use of the earliest-known representatives of the breed as draft animals, the outdoor methods of handling in subsequent times, and the inherent vigor





SIX PRIZE-WINNERS

From the Herd of Jesse Engle &amp; Sons, Sheridan, Mo.

of the foundation stock have resulted in a very strong constitution. Due to this wonderful constitution, the whiteface is able to withstand the hardships which are encountered in the many climes and countries in which it is raised. This animal is able to endure storms, adverse weather conditions, drought, and other severe hardships which individuals of the other breeds, handled under the same conditions, are unable to survive. These qualities are, however, to be expected, since Hereford breeders have ever considered utility as their ultimate object, and no doubt the perfect has been approached more closely than any of the early improvers ever dreamed of.

On the old-time ranges of the West, where cattle formerly faced the most severe hardships, and yet survived, the whiteface truly came into his own. In the course of repeated storms of severe winters, thousands of cattle perished; but it was always found, in the herds of mixed cattle, that the percentage of whitefaces lost was much smaller than that of any other breed.

Not only is their constitution insurance against the external hardships of nature, but a shining armor of protection against the inroads of disease, especially tuberculosis—the cause of the greatest economic loss of foodstuffs known. Reaction of a Hereford to the tuberculin test is very rare. Inquiry of veterinarians will prove this fact. In South America a noted live-stock authority, being both a breeder and an author, published an article, based upon reliable statistics, stating that the percentage of tuberculosis found in the two principal breeds of beef cattle other than Herefords averaged 31 and 41 per cent, respectively, while the percentage found in the Hereford breed was 1.09 per cent. The out-of-door life, healthy environment for successive generations, and exceptional vigor of the breed have resulted in practical immunity to the dread disease.

On the range, where conditions are such that the old law of "survival of the fittest" holds true to a greater or less extent, the ever-increasing preponderance of the whiteface is proof, indeed, of the superiority of the breed.

#### Grazing Instinct

Due to the nature of the farms in their native home, grazing of cattle was the principal occupation. As the various sections of the world needed improved stock to grade up their herds, attention became focused upon the cattle which were winning the premiums and accomplishing the desired results at the fat-stock shows of England. Here they found the Herefords leading the way in the economical production of beef; so purchases were made, and the cattle shipped to all parts of the globe where beef cattle are raised. Since these cattle inherit a natural aptitude to fatten, success followed their introduction into their new homes.

A Hereford might be likened to a machine which converts raw material into a finished product. Inventors are continually making improvements with the idea of increasing the efficiency of the machine. With the same purpose in mind, breeders have mated their Herefords in such a manner as to improve their efficiency as a machine for converting raw material—such as grass, forage, and other feeds—into a finished and marketable product.

#### Aptitude to Fatten

The Hereford is known the world over to be the grazing animal without a peer. In the United States we had large areas of excellent grass, inhabited by buffaloes or native stock which was long-horned, undersized, and very slow to put on flesh. Hereford bulls were shipped to the ranges, and turned loose to work what improvement they could. In an almost incredibly short space of time, the type of cattle on the range has been transformed mainly through the



influence of the Hereford. The old type was found to weigh 500 pounds when four or five years old. The effect of the whitefaces has been to produce a steer which, raised on grass alone, weighs 700 pounds at eighteen to twenty months. This is a 40 per cent increase in weight, and is produced in less than one-half the time formerly found necessary. Hand in hand with their ability to turn grass into profit, the white-faced cow, steer, and bull are found to be rustlers. When the feed gets short in his immediate vicinity, the Hereford does not come up to the barn and wait to be fed. Instead, he goes out and hunts up something to eat. Not only will the Hereford go out and rustle for sustenance, but, if it is to be found at all, he will find it, and put it on his body where it can render the owner a profit. This natural aptitude to fatten readily and quickly is indicative of the economy with which the feed provided is converted into beef. The results of the "short-fed" specials at the International Exposition in Chicago, where record must be kept of cost of feed and cost of gain, show beyond question the economy of the Hereford in this regard.

The experience of the range man has been that the Hereford, because of the combination of these qualities in his make-up, will produce the most beef when conditions are good, and make a profit, or at least exist, under unfavorable conditions, when the others have to be taken care of or perish. On the farm and range the white-faced cow comes through the winter in good, strong condition, with no feed other than what she has picked up herself.

#### Early Maturity

Previous to the introduction of Herefords, and before their influence on the beef market had reached any great importance, the most common ages of the fat cattle sold were three, four, five, and six years. Thus the farmer's and feeder's capital was tied up for a much longer period than at present prevails, because the cattle then marketed were slower in arriving at maturity. The increase in the population of

this country, the rise in the value of the land, and cost of feed made some vital change necessary in the production of market beef. Here the Hereford stepped into his own; for it was soon discovered that the Hereford steer would fatten and could be made ready for market at an early age. One of the principal reasons why Hereford feeder steers command a premium of 25 cents to \$2 a hundred at the largest feeder markets is their ability quickly to put on flesh and be ready for market at an early age.

#### Adaptability

The rapidity with which the fame of the Herefords has spread all over the world is proof, indeed, of their adaptability to various conditions. This is, above all, the outstanding characteristic, and largely responsible for the popularity and distribution of the breed. We find them being operated successfully from sea-level under tropical conditions to timber-line in our rugged mountain ranges, from the semi-desert ranges of the Southwest to conditions of intensive production of the Corn Belt states, through extremes and variations of climate and altitude; then, coming into the feed-lot, and because of their adaptability and docile disposition, putting on gains as cheap or cheaper than any, and carrying a carcass into the cooler that averages with the best in quality of meat and dressing percentage.

It is only reasonable to expect that the breed which had the ability to adapt itself to and thrive under actual range conditions, as found throughout the western United States and a large part of Mexico, would eventually dominate this section. By crossing registered Hereford bulls on native cows, the hardy, thrifty qualities of the native cows are not only retained, but possibly more strongly established, and the progeny will carry to a surprisingly marked degree the desirable qualities of the sire. By the use of registered sires, marked results are accomplished in the first cross, and in two or three generations—a matter of only a few years—a herd of fair to good quality cattle can be developed.



A BUNCH OF HEREFORD COWS  
From the Herd of Wallace & E. G. Good, Grandview, Mo.

### Prolificacy

The Hereford cow is a prolific animal, producing and raising a larger calf crop under more severe conditions than any other beef cattle. There are numerous instances on the records of the Hereford Association of nineteen- and twenty-year-old purebred cows producing calves. Criticism is sometimes directed against the breed, stating that the Hereford cow does not yield enough milk. The farmer does not raise hogs for the milk they produce; neither are Herefords raised for their milk. But the white-faced cows raise more calves—and their calves, when marketed, bring larger returns—than the supposedly heavier-milking cows; so that better results are obtained, even if the milk production apparently is less. Remember, it is results which count!

### Prepotency

The prepotency of the Hereford is unquestioned. It makes no difference what the breeding (or lack of breeding) of the cows upon which the Hereford bull is crossed, the resulting calves bear the white face—the quality mark of beef cattle. Long experience has proved that, in herds where equal numbers of bulls of the various breeds are turned loose in the pasture with the cow herd, the calf crop produced carries a larger percentage of white faces than of any other.

### Profitability

Hereford breeders, appreciating the qualities of their cattle, have always taken advantage of the opportunity of exhibiting their early-maturing, finished calves at fairs and stock shows. Practical cattlemen without prejudice were quick to see the advantage of the Hereford in reducing the cost of production through the making of more economical use of feed, and its ability to put on a marketable finish at an earlier age. The inherent early maturity and beef-making qualities of the Hereford, combined with the constitutional vigor and ability to withstand the hardships incidental to the severe conditions prevalent upon the open ranges, attracted the attention of progressive cattlemen to the breed as being the means by which the changing economic conditions of the cattle business might be successfully controlled. That the Hereford has not failed to do its part is best indicated by the fact that conservative authorities have estimated that over 90 per cent of the cattle raised in the West and Southwest—the beef-cattle breeding-grounds of the United States—are Herefords, or their progeny.

### Association Headquarters

The rapid growth of the American Hereford Breeders' Association, increasing volume of business, and necessity of providing a safe, permanent repository for the records influenced the directing spirits of

the organization to erect a home in 1920 for the exclusive use of the association. A fireproof structure, simple in design, but magnificent in architecture, practical in use, and very conveniently located, now provides well-appointed administrative offices, ample space for the safekeeping of records, and a luxurious clubroom for the use of members. This striking building, almost in the very heart of Kansas City, Missouri, is a permanent advertisement for the breed, and a beautiful monument to the Hereford breeders' eminent place in the advancement of American agriculture.

### HEREFORD WINNINGS IN INTER-BREED CONTESTS

Following is a list of the most important winnings made by Herefords in Inter-Breed Contests in 1930:

- Reserve Champion Individual Fat Steer*—Ogden, Utah. Won by Idaho Agricultural College.
- Reserve Champion Individual Fat Steer*—Denver. Won by Colorado Agricultural College. This steer won Sweep-stake Prize in Carcass Show.
- Grand Champion and Reserve Grand Champion Car-Lot Breeding Bulls*—Denver. Won by Wyoming Hereford Ranch, Cheyenne, Wyo. This makes five successive years that Hereford bulls bred by this firm have been Grand Champions.
- Grand Champion Car-Lot Feeders*—Denver. Won by Matador Land and Cattle Company, Denver.
- Kansas Beef-Production Contest*—Won by Bruce Saunders, Holton, Kan. First five places were won by Herefords.
- Grand Champion Individual Steer*—Fort Worth, Tex. Won by Oklahoma Agricultural and Mechanical College.
- Grand Champion Club Steer*—Fort Worth. Won by Jimmie McManus, San Angelo, Tex.
- Missouri Beef-Production Contest*—Won by C. C. Speck, Grundy County, Mo. Third and Fourth Prizes were Herefords.
- Grand Champion Car-Lot Breeding Bulls*—Fort Worth. Won by Wyoming Hereford Ranch.
- Reserve Champion Car-Lot Breeding Bulls*—Fort Worth. Won by R. V. Colbert & Son, Stamford, Tex.
- Grand Champion Individual Steer*—Oklahoma City, Okla. Won by Oklahoma Agricultural and Mechanical College.
- Grand Champion Vocational Agriculture and 4-H Club*—Missouri State Fair. Won by Joe J. Raker, Magnolia, Mo.
- Champion Group of Five Steers, One County*—Iowa State Fair. Won by Marshall County.
- Grand Champion 4-H Club Individual Fat Steer*—Kansas Free Fair. Won by Carl Davey, Huron, Kan.
- Grand Champion 4-H Club Steer*—South Dakota. Won by Earl Sunantel, Wolsey, S. D.
- Minnesota Beef-Production Contest*—Won the fifth successive year by Herefords. Seven of eight places were won by Herefords.
- Grand Champion Individual Fat Steer*—Mid-West Vocational Agriculture Show, Kansas City, Mo. Won by Lee E. Lale, Odessa, Mo.
- Grand Champion Individual Fat Steer*—Ak-Sar-Ben Show, Omaha. Won by R. P. Lamont, Jr., Larkspur, Colo.
- Grand Champion Club Steer*—Ak-Sar-Ben. Won by Wayne Tyler, Union, Ia.
- Grand Champion Car-Lot Fat Steers*—Ak-Sar-Ben. Won by Dan D. Casement, Manhattan, Kan.
- Grand Champion Car-Lot Feeder Cattle*—Ak-Sar-Ben. Won by Fred DeBerard, Kremmling, Colo.
- Grand Champion 4-H Club Steer*—Kansas National, Wichita. Won by Carl Davey, Huron, Kan. The *Reserve Grand Champion* was also a Hereford. Won by Jay Williams, Burden, Kan.
- Grand Champion Car-Lot Fat Cattle*—American Royal. Won by Dan D. Casement.



*Grand Champion Car-Lot Feeders*—American Royal. Won by W. B. Mitchell, Marfa, Tex.  
*Grand Champion Individual Fat Steer*—Vocational Agriculture and 4-H Club Division. Won by Irus Saunders, Sabetha, Kan.  
*Grand Champion Car-Lot Fat Cattle*—Los Angeles. Won by Dan D. Casement.  
*Grand Champion Individual Steer*—Los Angeles. Won by Baldwin Ranch, Pleasanton, Cal.  
*Grand Champion Individual Steer*—Producers' Show, St. Louis. Won by E. S. Matteson, Jr., Paris, Mo.  
*Champion Steer under Year*—International, Chicago. Won by Hillandale Farms, Muscatine, Ia.

### MIZPAH-PUMPKIN CREEK GRAZING DISTRICT

**T**HIS DISTRICT IS COMPOSED OF 95,000 ACRES, lying between Mizpah and Pumpkin Creeks, southeast of Miles City, Montana, in Custer County. The organization of the district was conceived at a meeting in Miles City on June 16, 1926, attended by prominent stockmen of the county. It was agreed that the outstanding need was better control of grazing land, based on long-term leases or purchase at prices determined by production. The land is made up of sixty-eight sections of railroad land, eighteen sections privately owned, and fifty-three sections of government land. Up to 1926 it had been free range, but it was overstocked and becoming permanently lowered in carrying capacity.

The first meeting of interested stockmen was held at Beebe the following month. Nineteen men present there organized the Mizpah-Pumpkin Creek Grazing Association. The plan was to control the 95,000 acres under a ten-year lease, and manage the district under practically the same regulations as those used for grazing the national forests. One outstanding obstacle was the leasing of government land. Congressman Scott Leavitt, of Great Falls, was called upon to support the plan, and, after personal investigation, in 1928 secured congressional authorization of the ten-year lease on government land for the purpose of demonstrating profitable methods of range control.

The grazing season of 1929 was the first year of operation, although fencing was not completed until that fall. The directors of the association had many details to work out, and many meetings were held. Terms of lease; number of cattle to be allowed on the range; number permitted for each stockman; boundaries; exchange of government and state lands, amounting to ten sections; arrangements with the Department of the Interior, which represented the government land; and deciding on who could be permittees—all this took much time and careful work. The heavy end of this work fell on the officers—all stockmen who had their own ranches to look after—and especially the secretary, Nic Monte, who put in many days and nights to accomplish the final results. The Forest Service assisted greatly with maps, a survey to determine the carrying capacity, and the formulation of grazing rules to fit the conditions.

The stockmen are managing this range and administering their own regulations. They have increased greatly the value of their home ranches, because range which can be controlled, and protection, are assured for at least ten years. Stock water can be developed by building reservoirs and opening up springs, without danger of tramp sheepmen or outside stock appropriating the range.

The fees are \$1.25 per head. Leases and fencing are paid for, and \$700 has been spent on exterminating prairie-dogs. It took eighteen and a half miles of fence to inclose the district, in addition to stockmen's fences already built. Permanent fencing has been done. A rider is employed to look after the fence and keep out stray stock.

In the fall of 1929, over 400 head of stray horses were rounded up and disposed of, to the great benefit of the range. This took days of hard riding, which was done co-operatively by the members. In 1931, the poisoning of prairie-dogs will be completed, at a cost of \$200. This range-improvement work, with a strict control on numbers of cattle allowed on the range, will each year increase the carrying capacity and improve the quality of the cattle produced.

The association now has seventeen members. A carload of high-class Hereford range bulls was purchased from the Castle Mountain Cattle Company, at White Sulphur Springs, in the fall of 1930. These bulls are from the original A. B. Cook stock, and will bring about uniformity of product, so that feeder cattle from the Mizpah-Pumpkin Creek range will be in demand by Corn Belt feeders.

This is an outstanding example of how stockmen can help themselves, and proves that they are capable of managing their own business.

### GOVERNMENT LIVE-STOCK ESTIMATE

**C**ATTLE AND SHEEP INCREASED DURING THE PAST year, and hogs, horses, and mules decreased, according to the estimate of the Department of Agriculture, issued late last month. The number of milk-cows and yearling heifers kept for milk likewise increased, but there was a reduction in calves being saved for milking.

The following figures of live stock on farms and ranches in the United States on January 1, 1931, as compared with the same date in 1930, are furnished by the government:

	Jan. 1, 1931	Jan. 1, 1930
Horses .....	12,803,000	13,364,000
Mules .....	5,131,000	5,279,000
Cattle—		
Total number .....	58,955,000	57,978,000
Milk-cows .....	22,975,000	22,443,000
Hogs .....	52,323,000	53,238,000
Sheep .....	51,911,000	50,503,000

The data for 1930 have been "revised," which probably means that they have been brought into closer conformity with the census reports, as far as these have been made public. Unrevised figures for 1930, as given out last year, were 57,967,000 cattle (of which 22,499,000 were dairy cows), 52,600,000 hogs, and 48,913,000 sheep. We shall now await complete returns from the census, to see how closely the estimates tally with the actual count.

There was a severe drop in values of all classes of live stock in 1930. As of January 1, 1931, the total valuation was computed to be \$4,366,447,000, compared with \$5,887,964,000 the previous year. Total value was the lowest since 1912. Horses were valued at \$61.36 per head (as against \$70.69 in 1930); mules, at \$68.60 (\$82.97); cattle, at \$39.71 (\$57.30); milk-cows, at \$57.57 (\$83.43); hogs, at \$11.66 (\$13.76); and sheep, at \$5.35 (\$8.92).

### LAMONT AGAIN HEADS HEREFORD BREEDERS

**A**T THE ANNUAL MEETING OF THE WESTERN Hereford Breeders' Association in Denver last month, R. P. Lamont, Jr., of Larkspur, Colorado, was again elected president, and John E. Painter, of Roggen, Colorado, secretary. Largely through the activities of Mr. Lamont, a new sales pavilion has been erected on the grounds of the National Western Stock Show at the Denver stock-yards, used for the first time this year.



## THE NEW PRESIDENT

**H**ENRY G. BOICE WAS BORN IN INDEPENDENCE, Missouri, February 26, 1893. He started work on the Two-Circle Ranch, which is located on the Cimarron River, Kansas.

In 1905 his father, Henry S. Boice, was made general manager of the Xit Ranch in Texas, and the family moved to Channing in that state. When not in school, the boy worked on the Xit ranges.

In 1909 the family moved to Pasadena, California. That summer Henry Jr. did his first cow work on the ranches of the Chiricahua Cattle Company in Arizona, his father having become general manager of that concern. From that time until 1916 he spent his winters at school in Los Angeles and his summers on the ranches in Arizona. In 1916 he became assistant to his father in the management of the Chiricahua properties. On the death of his father, in 1919, he became president and general manager, and has retained that position ever since, giving the major part of his time to the affairs of the company.

In 1921 he became president of the Arizona Cattle Growers' Association, in which position he continued until February, 1927.

The Chiricahua Ranches Company, successor of the Chiricahua Cattle Company, is the largest cattle company in Arizona, as well as one of the oldest in the Southwest. It ranges cattle on the Indian reservations and the national forests, in addition to state land and land which it owns in fee.



HENRY G. BOICE

## PRESIDENT'S ADDRESS AT SEATTLE CONVENTION

(EDITOR'S NOTE.—The following, slightly shortened, is the address delivered by Acting President Henry G. Boice at the opening session of the thirty-fourth annual convention of the American National Live Stock Association in Seattle, Washington, January 28, 1931.)

**I**T WOULD BE TRITE INDEED TO SAY THAT 1930 passes into limbo without any mourners. The year played no favorites, striking with a relentless hand at the value of practically every commodity. From November, 1929, to November, 1930, there was a decline of 14 points in the value of all commodities, with a decline of 21.8 points in farm products alone. Calves declined 34.5 points; fair to good cows, 37.9 points; good to choice cows, 33.3 points; fair to good steers, 26.4 points; and good to choice steers, 25 points.

From this it will be noted that cattle declined more than the general farm average, and the general farm average more than the all-commodity average, which practically places us at the bottom of the heap. It must be admitted, however, that

the price of cattle was on a fairly high plane a year ago, with the price trend downward, and that, if the disastrous price slump which struck every commodity last year had caught cattle at a different point in the price-cycle, the break would not have been so pronounced. For instance, hogs, caught at the ebb in the price-cycle, declined only slightly more than 3 points in the period under discussion, while lambs, caught at a relatively high point in the cycle, and with the trend downward, declined 35.4 points—considerably more than steers.

The average price on good to choice steers, Chicago, declined from \$12.688 in November, 1929, to \$10.313 in November, 1930; on fair to good steers, from \$11.156 to \$8.844; on good to choice cows, from \$7.875 to \$5.719; and on calves, from \$13.688 to \$9.50. Hogs declined from \$9.269 to \$8.863, and western lambs from \$11.969 to \$7.125.

### Purchasing Power of Dollar

Under such conditions, the purchasing power of the standard dollar has expanded rapidly. Using 1926 as the base, in November, 1929, the dollar would purchase \$1.08 of non-agricultural commodities; in October, 1930, \$1.208; and in

November, 1930, \$1.236—a gross spread of 15.6 cents. Of live stock and poultry the dollar would purchase \$1.067 in November, 1929; \$1.214 in October, 1930; and \$1.287 in November, 1930—a gross spread of 22 cents. Of meats the dollar would purchase \$0.976 in November, 1929; \$1.034 in October, 1930; and \$1.094 in November, 1930—a gross spread of 11.8 cents. This again illustrates the disadvantage to the live-stock producer in the present situation, and also shows that meat has not cheapened in proportion to live stock.

To turn the picture around and consider the relative buying power of the farm and live-stock dollar, based on going values for agricultural products, compared with the pre-war period, 1910 to 1914, we find that in December, 1929, the farm dollar would purchase 87 cents worth of the commodities which the farmer has to buy, while in December, 1930, it would purchase only 66 cents worth of the same commodities. The live-stock dollar in December, 1929, would purchase 92 cents worth of these commodities, while in December, 1930, it would purchase only 76 cents worth.

And yet we have the courage to say that it might have been worse. During the dark days of late July and early August, with large areas of the feeding-grounds under the heavy hand of drought, there seemed to be literally no market for our feeder animals. The breaking of the drought, greater feed supplies than earlier thought possible, the conversion of wheat to animal-feed use, the continued lowering of values for feed grains in spite of the short crop, and—last but not least—the determination of shippers not to flood the market, all helped to bring about a reaction in price that at least materially reduced the losses threatened. The Executive Committee of this association, at a meeting held in Denver early in August, urged that shipments be strung out so as to relieve congestion threatened at the markets.

#### Business Recovery

Much as we should like to see an immediate return to prosperous conditions, making possible a substantial advance in the price of farm products to erase the disparity before mentioned, it is becoming more and more apparent that rehabilitation will be slow. While, fortunately, there are some signs of improved conditions, Chairman Woods, of the Federal Unemployment Commission, stated recently before a congressional committee that there are between four and five million people out of work, and that *the peak of unemployment would be reached in the next few weeks.*

There are still many factors retarding this recovery. A great deal has been said in recent months about the necessity of maintaining labor's buying power, but what about agriculture's buying power? It must be obvious that the average decline in farm products of 21.8 points, as compared with 14 points in all commodities, *including farm products*, aggravates an already bad situation. You cannot continue to reduce the value of the farm and live-stock dollar without reflecting it into industrial affairs. Unless there is an advance in the value of farm commodities, there must be a reduction in the price of the things the farmer and live-stock man has to buy, in line with his reduced buying power.

Contrasting the situation of agriculture with that of union labor, the latest figure available shows the index number of union wages per hour to be 260.6 in 1928 and 262.1 in 1929, compared with the year 1913 as 100.

#### Production

Just what effect these unsettled conditions have had on our cattle population is hard to say. On January 1, 1930, the

number of cattle in the United States, according to the estimate of the Department of Agriculture, showed an increase of 1,500,000 over January 1, 1929, the total being 57,967,000, or more than 13,000,000 under the peak of January 1, 1918. These figures may be materially modified when the actual census figures of 1930 shortly become available. In the same period, dairy cattle declined only about 800,000 head, so that we have had a constantly increasing percentage of dairy animals. [According to the estimate of the Department of Agriculture, issued since this address was delivered, the number of all cattle on January 1, 1931, was 58,955,000, or 988,000 more than the previous year. Dairy cows had increased from 22,499,000 to 22,975,000, or 476,000 head.—Ed.]

In the West, during the shipping season just completed, more than the normal number of calves were marketed, and less than the normal number of aged cattle, except in limited areas affected by dry weather, where the marketing of all classes was heavier than usual.

Total federally inspected slaughter of cattle during 1930 was 8,171,000 head, against 8,324,000 in 1929; that of calves, 4,595,000 in 1930, against 4,488,000 in 1929; calves bringing a relatively higher price, and hence being marketed more freely. The smaller slaughtering, and a somewhat reduced number of animals on feed in the Corn Belt, would indicate a further increase in total numbers on hand January 1, 1931. A small increase in production may be readily absorbed, as even under present conditions there appears to be no surplus. We cannot, however, expect much improvement in the demand until industrial conditions are improved, and with large supplies of poultry, eggs, and butter flooding the market at low prices. We must also reckon with increased supplies of veal, and canner and cutter cows, from the dairy herds. Recently the Dairy Advisory Committee recommended at least a 10 per cent reduction in all dairy herds through the culling of old cows and a heavier marketing of veal calves, and these by-products of the dairy industry have a serious effect on the market for our principal product—beef. According to James E. Poole, of Chicago, market observer extraordinary, the culling of dairy herds substantially increased slaughter and beef supply in 1930, this being particularly noticeable during the latter half of the year, with a constantly glutted and demoralized butcher-cow and canner market. No doubt, with the stimulus of the recent action by the Advisory Board, the culling process will be intensified in 1931. The tuberculosis-eradication campaign has a similar effect. This tremendous project has been pressed vigorously, but still there is much ground left to cover.

#### The Marketing Problem

The year just passed has witnessed substantial changes in the marketing of live stock. Under the provisions of the Agricultural Marketing Act, two large co-operative marketing associations have been established in the range territory—the first, the Texas Live Stock Marketing Association, in the formation of which many of our prominent members took a leading part, and to which they are now giving their active support; the second, the Intermountain Live Stock Marketing Association, serving six of the states in that territory, with headquarters at Denver. The formation of this latter agency likewise had the hearty indorsement of many of our members, and our secretary, in response to inquiries for help in organizing, called the first meeting. In addition, the Western Cattle Marketing Association, with headquarters at San Francisco, has extended its activities into Utah and has added many new members in the states previously served. We welcome these important accretions to our marketing facilities. It has



always been the policy of this association to do everything possible to insure a broad market outlet for our product, and our energies will continue to be devoted to that end.

The three organizations are member units of the National Live Stock Marketing Association, whose headquarters are at Chicago. This central office, with agencies at each of the principal markets, as well as in the range country, is to furnish market information and correlate the activities of the different member units. This is live stock's greatest experiment in co-operative marketing. We urge that it be given a fair trial. No other way has been found to exercise any real control over the marketing of our product.

In C. B. Denman, live-stock representative on the Federal Farm Board, the industry has a friend in official Washington circles such as we have never had before. He is a practical live-stock man himself, and is thoroughly alive to the needs of both producer and feeder.

#### Credit Facilities

In connection with the setting-up of these marketing associations, credit corporations are being established as a means of insuring, not only ample finance for the industry, but a further help in controlling shipments to the market. Producer-owned and producer-controlled marketing and credit facilities have never before been available over large sections of our range country. They are now yours for the asking. During the interval pending the functioning of these credit corporations, the Federal Farm Board has advanced large sums of money through the National Feeder and Finance Corporation—a subsidiary of the National Live Stock Marketing Association; and this has been a substantial help in providing an outlet for feeder animals during recent months, when many banks in the Corn Belt were unable to extend the usual line of credit to feeders.

These credit facilities, augmenting the existing private agencies discounting through the Federal Intermediate Credit Banks and the regular banking facilities, insure more adequate financing than the industry has ever before enjoyed; but, fortunately, the emphasis is placed on better marketing credits, and not on increased production.

#### Distribution

It is only in recent years that we have come to realize how much the proper distribution of our product means in the loss-and-gain column of every producer. While much improvement can be expected as a more orderly system of marketing is developed, full success cannot be obtained until we have a system of retailing which is more responsive to the fluctuations of the market, and which thus helps make a quick clearance possible in times of oversupply.

We have had an increasing spread between wholesale and retail prices of beef during the last ten years, and at times distressing losses to producers due to failure of retail prices to follow sharp declines in the market. It was in the hope of reducing this spread that, led by this association, stockmen universally recommended modification of the Packers' Consent Decree, and it is our hope that the measure of relief recently granted from the original terms of the decree, allowing the "big four" packers to handle and distribute all food commodities at wholesale, will be at once reflected to our benefit and to the benefit of the consumer.

This association has long maintained that the stock-yards at central markets should not be owned by the packers, but should be neutral trading-ground. We so advocated in the brief filed with the court in the recent hearing, and it is gratifying to note that our position is upheld in the decision.

#### Chain Meat Stores

The rapid strides taken by chain stores into the business of meat-retailing make them a factor of major importance. We trust that experience will soon lead them to feature good beef as a food that needs no selling pressure except a reasonable price. In this way they will be co-operating with the many live-stock organizations, agricultural colleges, and other agencies which have for years preached improving the quality of the live stock produced. Emphasis placed on inferior quality, even at a commensurate price, is diametrically opposed to this long-planned campaign of producer organizations.

#### National Live Stock and Meat Board

It is a matter of deep regret that another year has rolled by without more adequate financing being provided for this very necessary agency of the live-stock industry. However, progress has been made in paving the way for the assessment of 25 cents per car, as compared with the present assessment of 5 cents per car, and it is hoped that it will be put into effect soon. The expansion of the beef-demonstration work, as well as other important activities, is dependent upon this increase. The Institute of American Meat Packers has recommended to its members that they match the assessment whenever arrangements can be made for country-wide application. The National Live Stock Exchange is ready to put it into effect, but the co-operative agencies, busy with organization plans, have delayed giving it their approval. We urge speedy action on their part as the final step necessary.

*[To be concluded in March number]*

### THE SEATTLE CONVENTION

SEATTLE WAS HOST TO THE STOCK-GROWERS OF the West this year. For the first time in its history, the American National Live Stock Association had moved its convention into the remote northwestern corner of the country. The object was to make the people of Washington and adjoining states better acquainted with the organization and the men who conduct its affairs—to give them a clearer insight than they have had in the past into what it stands for and the things it has accomplished for the welfare of the industry as a whole. A large number of representative stockmen from that section had taken advantage of the opportunity. It is hoped that from this broadened view, and the personal contacts made, mutual good may flow.

The metropolis of the Northwest has much to appeal to the visitor. The progressive and hospitable spirit of its citizens, its humming industries, its picturesque surroundings, combine with its delightful climate, genial even in mid-winter, to attract and inspire the traveler. The guests were quickly made to feel at home. Much was done by the local committees on arrangements, as well as the officials of the city and the management of the Olympic Hotel, where headquarters were established, to make their stay enjoyable. Especially memorable was the trip to the government Navy Yard at Bremerton.

#### The Officers

Owing to the death during the year of President Victor Culberson and Vice-President William Pollman, successors to these two men had to be chosen. For the presidency was named First Vice-President Henry G. Boice, of Phoenix, Arizona, who presided at the meeting; Charles D. Carey, of Cheyenne, Wyoming, advancing to the position of first vice-



president. J. M. West, of Houston, Texas, and A. R. Modisett, of Rushville, Nebraska, were elected to fill the two vacant places among the vice-presidents. All the other incumbents were continued. The present list of officers is as follows:

*President*—Henry G. Boice, Phoenix, Ariz.

*First Vice-President*—Charles D. Carey, Cheyenne, Wyo.

*Second Vice-Presidents*—

George Russell, Jr., Elko, Nev.

Hubbard Russell, Los Angeles, Cal.

Charles E. Collins, Kit Carson, Colo.

J. M. West, Houston, Tex.

A. R. Modisett, Rushville, Neb.

*Secretary-Treasurer*—F. E. Mollin, Denver, Colo.

*Assistant Secretary*—Josephine Ripley, Denver, Colo.

*Traffic Counsel*—Charles E. Blaine, Phoenix, Ariz.

#### The Addresses

The thirty-fourth annual convention was called to order by acting President Boice at 9:30 o'clock on the morning of January 28. Rev. Mark A. Matthews delivered the invocation. Addresses of welcome were spoken by Frank Edwards, mayor of Seattle; King Dykeman, president of the Seattle Chamber of Commerce, and E. F. Banker, president of the Washington State Cattle Raisers' Association. Vice-President Hubbard Russell responded. Then followed a eulogy of the late President Culberson, by T. E. Mitchell, of Albert, New Mexico, and one of Mr. Pollman, by William Duby, secretary of the Cattle and Horse Raisers' Association of Oregon. After this, Mr. Boice delivered the president's annual address, which is printed elsewhere in this issue. The forenoon session closed with a talk on "Some Newer Phases of Animal Husbandry Research," by E. W. Sheets, chief of the Division of Animal Husbandry, Washington, D. C.

In the afternoon a recess was taken, members going on an excursion to the Navy Yard.

The second day opened with a paper on "Marketing in the Pacific Northwest," by R. L. Clark, secretary of the Portland, Oregon, Live Stock Exchange. C. B. Denman, representing the live-stock industry on the Federal Farm Board, discussed the policies and achievements of that organization. "Wild-Life Management" was the title of a speech by S. P. Locke, of the Bureau of Biological Survey, Ogden, Utah.

The subject of "The Retailer and the Meat Industry" was presented in the afternoon by I. W. Ringer, of the National Association of Retail Meat Dealers, Seattle, who was followed by ex-Senator R. N. Stanfield, of Oregon, speaking on "Our National Forests and the Public Domain." E. F. Forbes, president of the Western Cattle Marketing Association, San Francisco, closed the day's proceedings with an account of the "Progress in Co-operative Marketing."

The last day's activities were introduced by an address on "Live-Stock Problems in the Northwest," by H. Hackedorn, head of the Animal Husbandry Department of Washington State College, Pullman. Homer R. Davison, vice-president of the Institute of American Meat Packers, Chicago, dealt with the subject of "Live-Stock Loss Prevention Work." E. N. Kavanagh, assistant regional forester, Portland, Oregon, told of "Range Management in the Northwest." The last speaker on the program was O. M. Plummer, general manager of the Pacific International Live Stock Exposition, Portland, who discussed "The National Live Stock and Meat Board and the Beef-Demonstration Campaign."

#### The Resolutions

Meanwhile the Resolutions Committee, of which George A. Clough, of San Francisco, was acting as chairman for the sixth successive year, had been at work. On the afternoon of

January 30 it brought in a batch, which, after some little discussion, were adopted. They follow:

1. *Tariff on Hides*—Urging that fight for adequate tariff on hides be continued;

2. *Oleomargarine*—Calling upon Congress to impose substantial tax on imported vegetable fats for use in manufacture of oleomargarine, and to remove tax on product made from animal fats;

3. *Use of Home Products*—Asking modification of present law so as to provide that only home products be purchased by government departments;

4. *Section 15-a*—Demanding repeal of section 15-a of Interstate Commerce Act, restoring rights of producers and shippers, and authority of state commissions with respect to railroad rates and rules;

5. *Long-Haul Routes*—Appealing to Congress to amend paragraph (4) of section 15 of Interstate Commerce Act so as to prevent long-haul provision from being applied to intermediate carriers;

6. *Statute of Limitations*—Requesting that statute of limitations for beginning actions at law against transportation companies for recovery of shortages should not be less than two years;

7. *Federal Farm Board*—Indorsing action of Federal Farm Board in establishing co-operative marketing system;

8. *Exports and Imports*—Requesting Secretary of Agriculture to publish monthly information relating to exports and imports of meats, meat animals, and animal products;

9. *National Live Stock and Meat Board*—Urging all market agencies to take speedy action toward collection of 25 cents per car for support of work of National Live Stock and Meat Board;

10. *Grading of Beef*—Congratulating Bureau of Agricultural Economics and National Live Stock and Meat Board on success of government grading and stamping of beef, and urging extension of service;

11. *Palatability of Meat*—Thanking government and co-operating agencies for exhaustive research being conducted into factors influencing quality and palatability of meat;

12. *Hearings under Packers and Stock-Yards Act*—Protesting against delays in holding hearings and rendering decisions in commission, yardage, and feed charge cases;

13. *Feed Charges*—Asking all stock-yard companies to reduce feed charges to lowest basis possible;

14. *Testing for Tuberculosis*—Protesting against proposed plan of testing feeder cattle from range herds for tuberculosis previous to shipping into accredited areas;

15. *Scabies*—Urging that no cattle be imported from districts known to be infected with scabies unless previously dipped to eradicate disease;

16. *Anaplasmosis*—Requesting Department of Agriculture, in co-operation with state agencies, to hasten investigations into cause and remedy for anaplasmosis and ailment attacking eyes of cattle;

17. *Live-Stock Loss Prevention*—Favoring formation of national organization for prevention of losses resulting from carelessness in transportation of live stock;

18. *Predatory Animals*—Indorsing ten-year program for control of predatory animals and obnoxious rodents, and urging Congress immediately to pass necessary legislation;

19. *National Parks*—Opposing creation of new national parks, or additions to existing parks, in West;

20. *Experiment Station at Miles City*—Indorsing work of Range Live Stock Experiment Station at Miles City, Montana, and urging that association appoint advisory board;

21. *The Producer*—Urging that each individual member of state associations subscribe to THE PRODUCER;

22. *Death of President Culberson*—Expressing sorrow at death of President Victor Culberson;

23. *Death of Vice-President Pollman*—Expressing regret at passing of Vice-President William Pollman;

24. *Death of Mr. Crosson*—Expressing regret at death of Thomas C. Crosson, member of Executive Committee;

25. *Thanks*—Thanking city of Seattle, its people and officials, local committees and organizations, state associations of Washington and Oregon, and many individuals who contributed to make convention a success.

The last act of the convention was selection of the next meeting-place. Several invitations were received. The vote

avored the historic city of San Antonio, Texas, which consequently will entertain the thirty-fifth convention of the association at a date, some time early in 1932, to be determined by the Executive Committee.

### CONVENTION OF COLORADO ASSOCIATION

**B**Y HOLDING ITS ANNUAL WINTER SESSION IN Denver during stock-show week, the Colorado Stock Growers' and Feeders' Association makes sure of its attendance. As a further means of drawing a crowd, this year the convention was transferred to the stock-yards. Moreover, the weather man favored it by his especial good-will.

The meeting was called to order on the morning of January 23 by President Wilbur L. Curtis, who was followed by B. F. Davis, manager-secretary, and J. H. Neal, treasurer, submitting their reports. Among the subjects discussed were the question of financing the National Live Stock and Meat Board, transportation, taxation, orderly marketing, larceny of live stock, the proposed herd law, and grazing on public lands.

Resolutions adopted had the following purport:

Urging enactment of state income-tax law, opposing increases in tax levies unless funds are derived from sources other than general property tax, and favoring participation by federal government in cost of rural education;

Indorsing work of National Live Stock and Meat Board, and pledging support of association to any nation-wide plan agreed upon for financing its activities;

Appreciating co-operation of commission firms in collecting assessment for National Live Stock and Meat Board;

Appreciating added stock-car service furnished by railroads during past season;

Thanking forest officers of state for favorable action on cattlemen's request for increased grazing permits for season of 1931 as a drought-relief measure;

Demanding that, in fixing grazing fees on national forests for 1931, consideration be given to reduced value of live stock and its products, and that charges be lowered to basis established for year 1928;

Advocating that national-forest permittees be given opportunity to be heard on all new policies and regulations involving their interests, and that an effort be made by forest officers to confine all classes of live stock grazing on forests to their allotted districts;

Asking that valuations on grazing lands and live stock for taxation purposes for 1931 be reduced in line with decline in cash values;

Protesting against bills introduced in Colorado Legislature for placing prohibitive tax upon manufacture and sale of oleomargarine, as detrimental to live-stock producers.

In the election of officers, on January 24, all the present incumbents were continued for another term: W. L. Curtis, of Gunnison, president; Field Bohart, of Colorado Springs, vice-president; J. H. Neal, of Denver, treasurer; and Dr. B. F. Davis, of Denver, secretary and manager.

It was decided to hold the midsummer meeting at Monte Vista, at a date to be fixed later.

### THE NEVADA CONVENTION

**T**HE TWELFTH ANNUAL CONVENTION OF THE Nevada Land and Live Stock Association was held at Reno January 19 and 20, with a large attendance from all the stock-raising sections of the state. As was to be expected, the public-land question formed the principal topic of discussion.

The main features of the recommendations tentatively agreed upon by the Public Land Commission were explained by George W. Malone, Nevada's member on that body, who presented the three alternative plans of the coming report.

These were: (1) cession of the public domain to any state making a request therefor through its legislature; (2) placing of the public lands in federal reservations, to be administered for the purpose to which their resources are best suited; and (3) recognition by the federal government of laws enacted by the states for the use of the lands. These propositions, Mr. Malone thought, were broad enough to cover the peculiar conditions of any state.

A draft of a new state range law was placed before the meeting by Secretary Metcalf. The law would protect the customary grazing practices on the public domain and confirm the occupancy of any established user, providing penalties for violation of its provisions.

E. H. Thomas, chief appraiser of the Federal Land Bank of Berkeley, California, discussed the rules of that bank which operated against accepting, as security for loans, Nevada stock-raising properties dependent upon the use of publicly owned ranges. C. R. Townsend, district extension agent, Ely, spoke on the range problem as it affected the eastern parts of the state. J. W. Wilson, district extension agent, Elko, dwelt upon the desirability of legislation which would make it possible for the small rancher in community settlements to protect his use of the public range. C. W. Creel, director of the Nevada Agricultural Extension Division, voiced the demand for some definite regulations respecting range use. James E. Gurr, of Austin, pointed out the need of providing for ground and watershed cover protection, public recreation, game conservation, and similar public uses. F. E. Bush, of Cedarville, California, stated that the state range law, as outlined, in his opinion was a step in the right direction.

A resolution was adopted to the effect that, in the absence of any other plan for settlement of the public-land problem by the various states, state laws designed to solve range-use difficulties should be recognized by the federal government. As a fundamental principle in working out a sound range policy for Nevada, it was urged that something in the nature of a right, to be protected by statute, be guaranteed users. It was requested that an amendment to federal legislation be passed exempting Nevada from any further application of the provisions of the 640-Acre Stock-Raising Homestead Act. It was also resolved that further grants of public lands to the state would serve no useful purpose.

E. R. Marvel, of Battle Mountain, was elected president, in succession to H. F. Dangberg, of Minden. W. F. Dressler, of Gardnerville, was made first vice-president, and R. B. Stewart, of Elko, second vice-president. Vernon Metcalf, of Reno, was reappointed secretary.

### FINDINGS IN CONSENT DECREE CASE

**T**HE OPINION RENDERED, ON JANUARY 5, 1931, BY Justice Jennings Bailey, of the Supreme Court of the District of Columbia, in the Packers' Consent Decree case, permits the "big four" packers (Armour, Swift, Wilson, and Cudahy) to manufacture, sell, and deal at wholesale in food lines unrelated to meat, and to let others use their distributive systems, but denies them the right to retail foods, as well as to own any interest in public stock-yards, terminal railroads, and market newspapers. In these latter respects the terms of the original decree remain in full force and effect.

The decree, it will be remembered, was entered on February 27, 1920, as the result of a petition by the government for an injunction against the packers to end the monopoly alleged to have been acquired, or being threatened, by them over a large portion of the nation's food supplies—an allegation which the packers denied. In consenting to the decree,



the packers made the express reservation that this was not to be construed as an admission of guilt.

As to the charge of monopolistic control of food commodities, the court concedes that conditions today are materially different from those which existed in 1920. There is now, it is stated in the opinion, active competition between those engaged in the meat-packing business, not only in the purchase of live stock, but in the sale of their product in the various parts of the United States, and the testimony presented at the hearings goes to show that no combination or agreement in restraint of trade exists between them at this time.

On the ownership of stock-yards, terminal railroads, and market journals, the court admits that the packers do no longer enjoy the unfair advantages possessed by them at the time the decree was written. The government, under the Packers and Stock-Yards Act, has assumed supervision of the stock-yards, the terminal railroads are under the regulation of the Interstate Commerce Commission, and there is at present widespread and prompt dissemination of market news, largely by government agencies. These things have considerably diminished the danger arising out of packer ownership of marketing facilities. Nevertheless, the court thinks it would be unwise to modify the decree in these respects. There are still "many opportunities for secret preferences in the operation of the stock-yards and of the terminals, and much for propaganda and distribution of news in newspapers. It is probable, too, that Congress would have made the provisions of the Packers and Stock-Yards Act even more stringent had it not been for the decree."

Concerning the matter of retailing, the court holds that "the control by the defendants [the packers] of the great amount of interstate commerce in meats and other articles from the producer to the consumer would probably result in the almost complete annihilation of the independent retail grocer. . . . Even if they should not go into the business of retailing, if they had the power to do so, there is a real danger of the misuse of that power. . . . Whether such complete integration in merchandising from the producer to the consumer would produce better conditions as a whole is an economic question which is not for the court to decide. The policy of Congress . . . is to preserve and stimulate competition, and to permit the defendants to engage in the retailing of their own products would, in my opinion, have the opposite result."

The court thinks that the menace to the packers' business from the rapid growth of chain stores of late years has been exaggerated. "There is constant and keen competition, and I do not see that the size of the chains gives them any unfair advantages over the packers." In connection with the claim that the packers, under present conditions of merchandising, are liable at any time to be left with a large stock of perishable meats on their hands, which they must sell at a loss, notice is taken of the fact that "the imminent development of the quick-freezing process will largely do away with the necessity of any immediate disposition of perishable products."

As to peddler cars, it is said that "it is an extreme measure, unless absolutely necessary, to prevent anyone from making an economic use of his facilities. The use by the packers of vacant places in the peddler cars, and in their warehouses, not used for meats, by other commodities is sound as an economic and business proposition."

It is expected that the decision will be appealed to the Supreme Court of the United States by the Wholesale Grocers' Associations, intervenors.

"THE PRODUCER is a wonderful little paper—full of good 'dope' on the live-stock business."—R. T. SWAIN, Phoenix, Ariz.

## CATTLEMEN WIN IN GRAZING DISPUTE

**D**IVISION OF THE RANGE BETWEEN CATTLE AND sheep, made in a report submitted by three referees appointed to hear testimony in a dispute between cattlemen and sheepmen on the Western Slope of Colorado, has been upheld by Judge Bruce, of the District Court sitting at Montrose.

The sheepmen objected to the report and, through their attorneys, filed an exception asking that a larger area be set aside for them. They likewise attacked the constitutionality of the law, passed at the last session of the Colorado Legislature, allotting definite grazing areas on the public domain to cattle and sheep, and denied that the court had jurisdiction in the matter. This motion was overruled by the judge, who decided in favor of the referees' report.

## OREGON TRAPPING STOCK-RUSTLERS

**D**URING THE EIGHTEEN MONTHS ENDING DECEMBER, 1930, thirty-two live-stock and poultry thieves were convicted in the State of Oregon under the so-called "Gasoline Cowboy Act." Full co-operation from sheriffs and police officers throughout the state is reported, and, as a consequence, stock-rustling has been materially reduced. Various forms of truck outfits have been confiscated, including one truck which was completely equipped for killing and dressing small animals en route.

## A. R. MODISSETT A "MASTER FARMER"

**H**ONOR HAS COME TO A. R. MODISSETT, OF RUSHVILLE, Nebraska, in being the recipient of a gold medal as one of the "Master Farmers" of Nebraska and Colorado for the year 1930. This distinction is annually bestowed upon farmers and ranchers for outstanding achievements in agriculture and good citizenship.

Mr. Modisett operates a ranch of more than 31,000 acres, on which he runs 2,300 head of cattle. Besides being a vice-president of the American National Live Stock Association, he is a charter member and vice-president of the Nebraska Stock Growers' Association.

## F. EDSON WHITE

News of the sudden and tragic death of F. Edson White, president of Armour & Co., has been read with genuine regret by stockmen all over the West.

Mr. White had been head of the great packing concern, in the service of which he had spent the better part of his life, since January, 1923, when he succeeded the late J. Odgen Armour in that position.

The Board of Directors has named T. George Lee, one of the vice-presidents of the company, as his successor.

## THE CALENDAR

March 3-4, 1931—Annual Convention of New Mexico Cattle Growers' Association, Las Vegas, N. M.

March 4-6, 1931—Annual Convention of Kansas Live Stock Association, Wichita, Kan.

March 7-15, 1931—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.

March 17-19, 1931—Annual Convention of Texas and Southwestern Cattle Raisers' Association, Corpus Christi, Tex.



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# THE PRODUCER

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IN THE INTEREST OF THE

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Volume XII

FEBRUARY, 1931

Number 9

## THE MEMBERSHIP ROLL

THE SEATTLE CONVENTION WAS NOTABLE for a substantial increase in our membership in the Northwest, some thirty new names having already been recorded, with more yet to come. The realization by the stockmen of this section that the American National Live Stock Association is protecting their interests in many ways, and the consequent determination to carry their fair proportion of the load, are most encouraging. It comes at an opportune time, when many members who have paid more than their share for years, and whose finances have been hard hit by adverse conditions, feel obliged temporarily to reduce their subscriptions.

In the past few weeks several applications for membership have come unsolicited from other parts of the country. We urge all our members to co-operate in putting the association on a sound financial basis for the year ahead, with the many important tasks confronting it. Each of you knows at least one neighboring stockman who is being helped by our activities, but who is not on the roll. Solicit him to join, increase the membership, broaden the influence of the association, and lighten the burden on those who have felt the depression the most severely. Two

hundred and fifty new members can be secured as easily as fifty. *Take a day off and work for the association!*

## CONSENT DECREE DECISION

THE OPINION OF THE COURT IN THE Consent Decree case will, no doubt, be disappointing to many stockmen who had assumed that the recent efforts of the packers had been directed principally toward securing the right to retail meats. When the move for modification was started some years ago, taking concrete form with the filing of petitions by Armour and Swift on August 10, 1929, the packers apparently had no intention of engaging in the retail business, although preferring to have the prohibition lifted, in order that they might be placed on an equal footing with their competitors not bound by the terms of the decree. Their attitude may have changed somewhat in the meantime, but the president of Armour & Co. testified that "the very fact that we had the privilege or opportunity of going into the retail business without restriction might remove the necessity of our ever having to do it."

It is the retail end that has always particularly interested stockmen, as they have suffered severe losses at intervals from a clogged retail outlet. THE PRODUCER believes that removal of the injunction against the wholesale handling of other lines should have a generally beneficial effect, but fears that it will not entirely remedy the present situation. In the past, at times there has been universal complaint about retail prices, including those in large cities which are packing-house centers, and upon which the enlarged use of refrigerator cars, trucks, and branch houses for handling other products would have little, if any, effect.

The language of the court in denying the right to retail is unambiguous, stating that "the policy of Congress is to preserve and stimulate competition, and to permit the defendants to engage in the retailing of their own products would, in my opinion, have the opposite result."

With the issue settled—for the time being, at least—we can only hope that competition between chain stores and independent retailers may reach a point where the cause of our long-standing complaint will be eliminated, and that retail prices thenceforth will keep in line with the market for our live animals, and be quickly responsive to changes in the market.

The decision as to stock-yards, denying modification to permit packer ownership, was expected. Admitting that conditions have changed somewhat since 1920, the fact remains that, when the Packers and Stock-Yards Act was passed, the Consent Decree was

regarded as a permanent settlement of part of the problem then before the legislators, and no good reason has been advanced for altering the decree in that respect. The American National Live Stock Association has always contended that the trading-ground on which the seller meets the buyer should be neutral, and the court recognizes the fairness of that position.

Aside from the direct application of the decision, it is of major interest in two connections: First, it definitely settles the issue of whether the court has jurisdiction to modify the decree (unless reversed by the Supreme Court of the United States), and proves the rather impermanent character of this kind of regulatory measure, which is subject to revision at any time that petitioners can establish sufficient grounds; and, secondly, it brought out a mass of information on disputed points, calls attention to some minor evils in existing practices, and generally clears the atmosphere.

Unless retail conditions should get worse instead of better, or unless there is an appeal from the court's decision, it would seem that the Consent Decree could be put in the "closed file" for some time to come. It will take stronger evidence as to evils in our present system of retailing than was available at this hearing, plus a more positive indication as to the intentions of the packers themselves, to make worth while a further fight for modification in this regard.

### THE OLEOMARGARINE CONTROVERSY

**A** RULING OF THE COMMISSIONER OF Internal Revenue, issued in November, that palm oil may be used in the manufacture of oleomargarine without subjecting the latter product to the tax of 10 cents levied on artificially colored butter substitutes, has been the cause of much concern in dairy circles. Palm oil imparts a yellow, butterlike appearance to the margarine, and hence makes substitution easier, but this is not "artificial" coloring, according to the commissioner. The same is true of the fats from certain beef carcasses.

A margarine "bloc" has been formed in Congress of members from fifteen states in which butter-making is an important industry, with the object of securing the enactment of legislation making the tax applicable to all substitutes colored to resemble butter, irrespective of the source of the coloring. The bloc will also try to have the use of butter substitutes prohibited in the army, navy, and all government institutions. (A provision to the latter effect was, however, stricken from the army appropriation bill in the Senate late last month.) Representative Strong, of Kansas, is chairman and Representative Kvale, of Minnesota, is secretary of the House combination.

The attitude of cattle-raisers on this question of

oleomargarine can be briefly stated. While they will be found willing to co-operate to the full extent with the dairy people in seeking to restrict the importation of palm and other vegetable oils for use in the production of butter substitutes, through a direct tax, an increase in the tariff, or otherwise, they quite naturally may be expected to oppose any measures tending to discriminate against the products of their own industry. Many materials of animal origin enter into the manufacture of margarine, and, obviously, the widest possible market for these is in the interest of beef-producers. To favor the milk from the dairy cow at the expense of the fat from the beef steer would hardly be consistent, and a request from the dairy bloc to lend support to its endeavors on that basis, we fear, will meet with scant response from the range country.

### CORPORATION FARMING

**E**VERY LITTLE WHILE SOME SWIVEL-chair farmer breaks into print with the suggestion that corporation farming is the only salvation of the agricultural industry. THE PRODUCER believes that such an opinion is not well founded, and that, if due consideration is given to other than the financial side of farming, few will urge any such radical change in our farm life.

We are living in a machine age. "Efficiency" is the watchword. It might be said that we are suffering from overefficiency. Labor-saving machines have taken the jobs of countless thousands, who look in vain for new work. Granting that a slight saving in cost of production could be made in certain lines by increasing the size of the unit and applying machine methods on a scale not possible or practicable on the smaller farm, what industry is today ready to absorb the surplus labor which would thus be released? What industry is today taking care of its own employees as well as agriculture, in spite of all the handicaps under which it is operating?

But there is another side to the story. The farm has been the fountain from which has come the life-blood of the nation. It has furnished a majority of the leaders in industry and finance, in politics and the professions, in the arts and sciences. It has constantly fed the cities with capable young men and women, healthy of body and clear of mind.

It will be a sorry day when a quarter-section of good land is deemed an uneconomic unit. The best crop it produces is not valued in dollars and cents, but in the finer measure of human qualities. Take away from farming the attraction of the best home life this country offers, make it only a machine for producing crops, and you are paying too high a price for a small gain.



## PRAISE BY INFERENCE

**E**LOQUENT, IF GRUDGING, TESTIMONY TO the appeal of meat to men's palates is furnished by a folder received from a well-advertised cereal-food company in Battle Creek, Michigan. First a vegetable "bouillon" is featured. Then, under the caption "Make Savory Roasts, Croquettes, and Gravies without Meat," the *piece de resistance* is introduced. This is described as a "vegetable meat," as distinguished from what, in the parlance of the promoter, is called "flesh meat." From this "meat," the reader is told, in a few minutes' time can be prepared "tempting steaks, roasts, and croquettes." Directions are given for making "a rich, savory, meatless gravy" to go with the steaks and roasts, and the eater is assured that, once having tasted this luscious dish, he will "seldom miss meat." The folder is embellished with a picture in colors of a platter containing a "meat" roll, with all the accessories, made to resemble as closely as possible the real thing.

Other than stating that "many families are enjoying better health through reducing the use of flesh meats," there is no direct attack on meat. The insinuation is in the counterfeit likeness of the genuine article, and the juicy adjectives meant to suggest the relish of what it is intended to replace. "A pleasant surprise" is promised those who partake of the titbits. To this we would only add that whoever has once set his teeth in any of these vegetarian make-believes will fully agree as to the surprise, if not the qualifier.

"Can you change a twenty-dollar bill?" a traveler inquired of a Pullman porter. "No boss, I'se afeerd I kin't," responded George; "but I sho' does appreciate de compliment."

## TRANSPORTATION OF LIVE STOCK BY TRUCK

**I**NCREASE IN TRUCK TRANSPORTATION OF LIVE stock is proceeding apace with the improvement of roads. Last year 27.3 per cent of the receipts at seventeen leading markets were hauled by truck—an increase of 17 per cent over 1929. The figures, which we borrow from the *Chicago Daily Drivers' Journal*, for the past three years are as below:

	1930	1929	1928
Cattle .....	2,054,664	1,568,740	1,338,802
Calves .....	1,369,592	1,092,786	824,712
Hogs .....	11,045,914	10,011,565	8,592,411
Sheep .....	2,477,633	1,837,433	1,437,133
Total .....	16,947,803	14,510,524	12,193,058

This growth is in spite of the fact that total shipments from all sources last year were below those of 1929.

"Animals received at the seventeen markets, it should be pointed out, comprise only a part of the total hauled by truck," says the *Journal*. "At dozens of smaller markets and concentration points practically all the receipts are trucked in. Further, the number of head transported by truck from farm to rail loading-stations probably exceeds the number recorded at the markets. The hauls, of course, are shorter in such cases. Then, too, small packers scattered throughout the Corn Belt receive trucked receipts, of which no record is available."

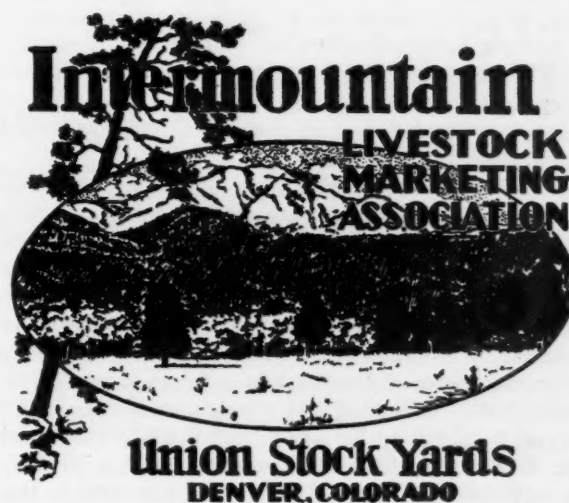
## Marketing Service---

## Credit Facilities

The Intermountain Live Stock Marketing Association, with its member agencies, offers an efficient and complete marketing service for the entire intermountain and plains region. This producer- and feeder-owned and controlled organization is a part of the National Live Stock Marketing System, created for your benefit.

This system is the result of many years of conscientious effort on the part of leaders of the industry toward orderly marketing of live stock. Its personnel is striving always to improve the service rendered.

Write for information, or call at our office—Live Stock Exchange Building.





# THE STOCKMEN'S EXCHANGE

## A NECESSARY EVIL RESUSCITATED

LEMMON, S. D., January 24, 1931.

TO THE PRODUCER:

After the completion of the Union Pacific, the Kansas Pacific, and the Texas Pacific railroads, about 1873, the western country was swarming with unemployed men who had been exposed to all kinds of dangers and hardships, coping with wild and desert regions that teemed with desperadoes and hostile Redskins—a life that required nerve and accuracy of marksmanship, for which qualities there now appeared to be no market. Necessity being the mother of invention, a field for the acquired ability of these men presented itself in the extermination of the vast numbers of buffaloes roaming the plains from the northern portion of Texas to well into the British possessions. The government, seeing that the only way to control and subdue the Indians was to destroy their food supply, which consisted principally of buffalo meat, not only sanctioned, but encouraged, the extermination of the animals. Thousands of the element that had acquired expert marksmanship headed well-equipped organizations, sometimes numbering as many as twenty or even thirty members, two or more of whom would be the killers, while the rest would be engaged in skinning and collecting the hides, tongues, and tallow. The hides and tallow found a ready outlet. There were whole freight trains chartered to haul the accumulation of these products to the several shipping-points along the railroads. The industry gained such magnitude that buyers came right to the shipping-points to bid. I have seen, especially along the Kansas Pacific, dried hides ricked almost miles in length.

Contrary to the usual belief, very few of those hides were used for robes. Most were made into leather for belting, blacksmiths' aprons, and such things. The leather was rather fluffy for boot, shoe, or harness wear. Hides usually brought about \$1.50 for cow hides and \$2.50 for bull hides. The tallow, as I recall, brought about 2½ to 3 cents per pound. The average poundage of tallow was from 50 to 60 pounds from full-grown, fat animals. The killers tried not to kill the small ones, but conserved them for a later day.

When buffaloes were plentiful, fifty were not considered more than an average kill for one man. Contrary to the usual belief, the great killings were not made from horseback, but by the stand process, which was to sneak up on the windward side and keep out of sight, selecting rather a small herd of, say, less than one hundred, and always shooting down the outside animal or the ones that tried to break away, and really shooting the leader of the herd first, when it was often possible to kill the whole herd. It is said that Buffalo Bill made his largest killing from horseback, but the hide-hunter seldom, if ever, used that method. However, my brother Hervey, who was a very successful hunter, often rode a horse into the buffalo herds, and then dismounted and shot as long as they were within range, often killing them at a distance of up to 700

yards. This method he always used after they had been hunted for hides until they were quite scarce and wild.

The last great killings were in the northern part of the Dakotas and northeastern Montana, after the building of the Northern Pacific. The very last big killing was by the Sitting Bull Indians, in the vicinity of White Butte, Perkins County, South Dakota, and Adams County, North Dakota, in 1881, when Colonel J. H. McLaughlin headed the expedition. They killed 5,000, and saved every ounce of them for winter meat. The killing covered only about two townships.

When the buffaloes were exterminated, it was no longer difficult to control the Indians. The removal of the buffaloes paved the way for range cattle and husbandry. A few years later came the bone industry, when hundreds of cars were gathered and shipped east as fertilizer. This industry became almost as vast as the hide and tallow industry. The bones were sometimes piled along the railroad tracks like unto cordwood and shipped out by the trainload. Buyers again came and bid on them, as they had done on the hides, tongues, and tallow a few years earlier.

In the opening of the West, and especially along the old Oregon and the Santa Fe trails, until the mountains were reached, where there was timber in abundance, buffalo-chips were almost the universal fuel. During the early settlement of Kansas and southern Nebraska they were made extensive use of. After the extermination of the buffalo, and after the vast trail-herds from Texas had started, cow-chips came to be used by the Kansas and southern Nebraska settlers. For a time it got to be the practice of the settlers to meet trail-drivers and induce them to bed their herds on their grounds in consideration of the chips. In some instances, settlers paid \$10 for the bed-grounds. Cases were known where they engaged in competitive bidding, and the bed-ground would sell for as much as \$20. The bed-ground of 3,000 cattle for one night would furnish a fair-sized family with fuel for an entire winter. However, the cow-chip was not quite so good as the buffalo-chip; for, although the cows grazed on the same grasses, the buffalo-chip was firmer and more heat-producing. The stench from their burning was not so obnoxious as one would suppose. While they made lots of ashes, their cheapness more than compensated.

Regarding the possibility of husbandry and civilization being the cause of the extermination of wild life, there can be no question of the final results; but the survival of the fittest is an old axiom that cannot be denied. If there is anyone who would miss the wild life and mourn its loss, it should be the old-timers, of whom I profess to be one; but I think I am sufficiently broad-gauged to bow to the inevitable, and not to be so picayunish as to want the coyote conserved and protected. Those who want this should buy an estate and surround it with a suitable fence, and not annoy broad-thinking people with such trash as is being sent to the printers by someone who never saw real wild life in his life. The effort for reduction

of grazing fees on national forests in these hard times is meeting with enough obstacles without such piffle being put before the public.

G. E. LEMMON.

### OPPOSES STATE OWNERSHIP OF PUBLIC LANDS

OGDEN, UTAH, January 20, 1931.

TO THE PRODUCER:

According to the opinion I have formed from reading, and talking with stockmen, I am opposed to the several states taking over the unappropriated public lands. The lands which are now left are of very little value for any purpose, and I am willing to let the United States government continue to administer them. The states have plenty of burdens as it is, without assuming any more.

G. H. HALL.

### CRITICIZES OLD BRANDING PICTURE

SOCORRO, N. M., January 28, 1931.

TO THE PRODUCER:

As I was reading the December PRODUCER, I came across the picture showing cowboys branding calves in 1883. There is not one thing that is real in that picture. They have not even pictured a fire that looks natural. And sunflowers growing in the corral! I do not like the idea of people thinking that this is natural. The cattle should be Whitefaces. And what is the fellow doing, trying to get on or off his horse without using the stirrup? What is the man afoot doing, trying to heel a little calf like that? Where is the man to earmark the calves? I have put in over fifty years with cattle, and still ride.

GEORGE S. WEBSTER.

### GIGANTIC DIMENSIONS OF PACKING INDUSTRY

ACCORDING TO THE LATEST CENSUS OF MANUFACTURES, meat-packing continues to lead the country's industries in value of products, we read in the *National Provisioner*. The 1,244 packing companies reporting in 1929 spent the sum of \$2,938,028,285 for materials (principally live stock, but also including containers, fuel, and electric current), compared with \$2,663,740,403 in 1927—the year of the last preceding census. Approximately 15,500,000,000 pounds of meat were produced, of which more than 9,000,000,000 pounds were pork, over 900,000,000 pounds sausage, about 5,000,000,000 pounds beef, and the rest lamb, mutton, and veal. Beef production showed a decrease of 9.2 per cent in quantity, but an increase of 13.4 per cent in value, since 1927; pork increased 14.1 per cent in quantity and 15.5 per cent in value. These products in 1929 had a combined value of \$3,394,672,995, of which \$456,644,710 was added by manufacture (value less cost of materials). In 1927 they were valued at \$3,057,215,718.

Of lard, 2,033,209,337 pounds were produced, valued at \$246,065,758 (as against 1,794,635,625 pounds, valued at \$234,863,633, in 1927); hides were valued at \$108,961,629 (\$126,665,027); wool production was 35,184,925 pounds, valued at \$19,452,725 (30,439,806 pounds and \$18,478,449); and "miscellaneous products" amounted to \$224,711,720 (\$195,929,262).

Wage-earners averaged 121.246 for the year, compared

with 119,095 in 1927, and wages totaled \$164,487,568, against \$161,583,827.

A fraction over 86 cents of every dollar of the plant value of the finished products was spent for materials, we are informed by Wm. Whitfield Woods, president of the Institute of American Meat Packers, in a statement analyzing the census figures. The remaining 14 cents covers all charges, such as wages, salaries, interest, rent, depreciation, taxes, insurance, advertising, and a small profit.

Beef animals averaged 955 pounds in weight, and yielded 516 pounds of beef, or 54 per cent; hogs averaged 232 pounds, and yielded 174 pounds of pork and lard, or 75 per cent; and sheep and lambs averaged 83 pounds and yielded 39 pounds of meat, or 47 per cent.

The figures do not include thousands of sausage and meat-specialty manufacturers, whose combined output would greatly swell the grand total.

### CHINESE EGGS IN OUR FOOD INDUSTRIES

EXCLUSION OF DRIED EGGS FROM CHINA IS THE aim of a drive set in motion by chambers of commerce on the Pacific coast. These eggs, owing to their cheapness, are used extensively by manufacturers of such food products as salad dressings, baking-powders, pastries, candies, ice-cream, etc., throughout the United States. The present duty on dried eggs is 18 cents a pound, which leaves a sufficient margin for the Chinese exporter, after ocean transportation is paid, to compete successfully with the American producer. During the first nine months of 1930, 13,505,746 pounds of frozen or dried eggs were imported into this country, valued at \$4,066,228, or an average of about 30 cents a pound.

Not only does this competition threaten the destruction of the domestic poultry industry, especially in the western states, by forcing prices down to a point which renders the business unprofitable, but, it is claimed, eggs in China are produced and handled in such an unsanitary manner as to constitute a distinct menace to the health of the consumer. Cases of typhoid fever, infantile paralysis, and other infectious diseases are said to have been traced directly to foods containing Chinese eggs.

An appeal has gone out to manufacturers to use only home-grown eggs, and several big companies have responded favorably. Support is also looked for from housewives, when buying foods, insisting on articles containing no Chinese egg substances. Quicker and more effective action might, however, be secured by an increase of 50 per cent in the duty through the Tariff Commission, coupled with some form of labeling legislation.

"I enjoy your magazine very much, and find it helpful in more ways than one."—J. E. SARGENT, Merna, Wyo.

### AN IDEAL CATTLE RANCH

2,240 acres, 26 miles south of Atkinson, Neb. On graveled Highway No. 54, to be completed this year.

This ranch puts up 800 to 1,000 tons of good hay. Will carry from 500 to 600 head of cattle. Improvements—large 10-room house, horse-barn, cattle-shed, garage, shop, etc. Only one mile to inland store and cream station.

Write now, if interested, to A. E. HANSEN  
4201 North Thirtieth Street, Omaha, Neb.



# WHAT THE GOVERNMENT IS DOING

## IN CONGRESS

**T**HE QUESTION OF APPROPRIATING MONEY TO provide food, clothing, and medicine for the people in the drought-stricken regions, in addition to the \$45,000,000 previously voted for stock feed, seed, and fertilizer, caused a sharp clash in Congress last month, in which the White House and the Red Cross became involved. President Hoover, supported by John Barton Payne, chairman of the Red Cross, is bitterly opposed to the grant of federal funds for direct personal needs, believing that such procedure would establish a bad precedent. Mr. Payne thinks that his organization is capable of handling the situation without congressional assistance, and has appealed for private subscriptions toward a \$10,000,000 fund. This amount is held by many in Congress to be quite inadequate. An attempt by Democratic senators to tack a \$15,000,000 rider on to the \$45,000,000 relief measure failed. Thereupon Senator Robinson, of Arkansas—the state worst hit by the drought—introduced an amendment to the Interior Department appropriation bill which would turn over \$25,000,000 of federal money to the Red Cross for alleviating human suffering. After a four-day filibuster, the amendment was passed on January 19, by a vote of 56 to 27, many Republicans voting with the Democrats. The bill then went to the House, where the Appropriations Committee disagreed, sending it into conference. Meanwhile Mr. Payne has let it be known that the Red Cross will refuse to use any of the money, if the bill is passed. A veto on the part of the President would have the awkward effect of killing all other items in the appropriation measure, and might force the extra session which he is anxious to avoid.

\* \* \*

Without a roll call, the Senate on January 26 passed a bill presented by Senator Capper, of Kansas, for distributing 20,000,000 bushels of the wheat now held by the Farm Board among the sufferers in the drought areas, the grain to be turned over to an agency selected by President Hoover, which will defray the cost of milling and distribution. The Farm Board will be credited with the cost of the wheat, which is estimated to be about \$15,000,000. The bill is now in the House, where early passage is expected. Chairman Legge has announced that the Farm Board would make its stores of wheat and cotton available for relief "on easy terms," selling on time at market prices, with no interest charges.

\* \* \*

Investigation of the cost of bread, as related to wheat prices, was authorized by the Senate on January 16, in unanimously passing a resolution introduced by Senator Wagner, of New York. The resolution also provides for an inquiry into the prices of various kinds of flour and sugar. Senator Capper, of Kansas, was named chairman of a subcommittee to proceed with the investigation immediately.

The probe will be extended to prices on meats and meat products, in pursuance of a resolution introduced on January 27 by Senator Carey, of Wyoming, who would like to know why retail prices on meats have failed to reflect the decline in prices received by producer and packer. The resolution was approved by the Committee on Agriculture and Forestry.

\* \* \*

A bill providing for a temporary embargo on wheat, feed grains, and butter, to protect the American farmer against the consequences of the world-wide depression, has been laid before the House of Representatives by Representative Burt-ness, of North Dakota. The measure is understood to have the approval of Chairman Legge, of the Farm Board.

\* \* \*

An amendment to the War Department appropriation bill, which would limit purchases for the army largely to goods made from raw material grown in the United States, has been offered by Representative Collins, of Mississippi.

## FEDERAL FARM BOARD

**U**NLESS WHEAT-GROWERS COMPLY WITH THE request of the Farm Board to reduce their acreage, the board will withdraw from the market and cease its stabilization operations, threatens Chairman Alexander Legge. While farmers have made some progress in reducing their plantings, a more determined effort must be shown, or the board may be forced to write off its losses and let the wheat situation revert to its old competitive basis, says Mr. Legge.

The average cut in winter-wheat acreage is estimated at 1.1 to 3 per cent, and in spring wheat at about 4.5 per cent. Nebraska and Colorado have reduced their acreage 12 per cent, and farmers in the Panhandle of Texas have pledged themselves to reduce theirs by 40 per cent. An ultimate reduction of 20 per cent within the next two or three years is Mr. Legge's aim. Canadian wheat-growers are understood to be planning to reduce their acreage at least 25 per cent.

\* \* \*

A curtailment of 10 per cent in the number of milk-cows, through the culling of low-producing and unprofitable yielders and the vealing of a larger proportion of the calves, is recommended by the Dairy Advisory Board. It is also urged that retail cost of dairy products be whittled down in harmony with the lower prices paid the farmer, and that the use of such products on the farms be increased.

\* \* \*

Chris L. Christensen, secretary of the Farm Board since its establishment in 1929, has tendered his resignation, to take effect early in the spring, when he will assume the duties of dean of the College of Agriculture of the University of Wisconsin.

## REPORT OF THE FORESTER

**T**OTAL EXPENDITURES OF THE FOREST SERVICE during the calendar year from July 1, 1929, to June 30, 1930, were \$26,903,337, we learn from the annual report of Chief Forester Robert Y. Stuart. Of this amount, \$392,640 was for general administration, \$180,522 for forestry extension, \$1,389,144 for research, \$3,121,781 for special administration of the various divisions (\$959,196 for administration of grazing), \$6,241,460 for protection (fire, insects, and tree diseases), \$11,631,101 for improvements (including highways, roads, and trails), and \$2,440,931 for reforestation and extensions. Cash receipts were \$6,751,558, including \$4,389,893 from timber, \$1,942,914 from the use of forage, and \$418,746 from miscellaneous sources. Grazing receipts were larger by \$202,624 than for the previous year, and receipts from timber \$451,751 larger.

Under the McSweeney-McNary Act, a broad program of range research has been in progress, comprising studies in the development of systems of range use, artificial seeding, determination of the conditions under which mountain ranges may be grazed without injury to the vegetation, improved methods of managing live stock, means of eradicating poisonous plants, erosion, etc.

On December 31, 1929, there were on the national forests 258 state game refuges, with an area inside the forests of 19,652,580 acres; 20 federal game preserves, with 1,386,955 acres; and 87 game areas by administrative restrictions, comprising 1,740,272 acres.

"The national forests constitute the largest and best big-game grounds in the country," says the report. "They are maintained at public expense for the use and benefit of all the people. Unlike the private game preserves, they keep open for the every-day American opportunities for the enjoyment of sport and recreation which in European countries are restricted to the privileged few."

The estimated number of persons visiting the national forests in 1929 was 31,758,231, which was greater by 38 per cent than in the preceding year. Of this number, 376,780 were special-use permittees, 1,795,861 resort and hotel guests, 1,902,961 campers, 3,056,456 picnickers, and 24,626,173 transient motorists.

## EXPANSION OF FIELD OF BUREAU OF AGRICULTURAL ECONOMICS

**S**EVERAL NEW LINES OF ECONOMIC RESEARCH and service, looking toward the organization of agriculture on a more profitable basis, were established during the last fiscal year by the Bureau of Agricultural Economics, we learn from the annual report of Nils A. Olsen, chief of the bureau. With the farm industry continuing to face critical difficulties, "the resources of the bureau have been put to maximum use in meeting the demands for economic service and information. The regularly issued reports have been supplemented with numerous special inquiries, the economic research has been directed in large measure to emergencies of one kind or another, and the general information and inspection services have been amplified wherever possible."

Among the new activities of the bureau is a foreign agricultural division, in which trained observers are being stationed in important competing and consuming regions abroad, to report currently on developments affecting foreign demand, in close co-ordination with the Departments of State and Commerce.

Much of the bureau's work is carried on in co-operation

with the state agricultural extension services, especially those dealing with the preparation of outlook reports. The bureau is likewise giving important help to the Federal Farm Board in collecting and interpreting economic data.

## MONEY FOR ROAD-BUILDING

**E**IGHTY MILLION DOLLARS FOR IMMEDIATE USE in federal-aid road construction has been apportioned among the various states by Secretary of Agriculture Hyde. This fund is made available under the emergency act to alleviate unemployment, approved by the President on December 20. Since each state already has to its credit an amount of federal-aid money at least equal to the sum now distributed, it will be possible to spend \$160,000,000 of federal money, in addition to the \$80,000,000 of state funds, in road work without further contributions from state sources. The money advanced from this appropriation is to be reimbursed to the federal government over a period of five years, beginning with 1933, by making deductions from the regular apportionments of future federal-aid funds.

Besides the \$80,000,000, \$3,000,000 (less \$75,000 deducted for administration) has been allotted for the building of roads on public lands, to be administered either by the states or by the Bureau of Public Roads.

The share of the several western states in these two funds is as follows:

	Federal-Aid Roads	Public-Land Roads
Arizona .....	\$1,170,481	\$418,438
California .....	3,108,233	231,782
Colorado .....	1,507,832	130,857
Idaho .....	1,008,035	175,199
Montana .....	1,671,930	165,355
Nevada .....	1,049,638	591,898
New Mexico .....	1,303,288	258,091
Oklahoma .....	1,926,351	26,853
Oregon .....	1,320,287	194,357
South Dakota .....	1,337,973	66,048
Texas .....	5,088,080	.....
Utah .....	926,521	328,338
Washington .....	1,270,933	55,445
Wyoming .....	1,029,383	282,339

## TICK-QUARANTINE AREA REDUCED

**D**ECEMBER 1, BY ORDER OF THE DEPARTMENT OF Agriculture, an additional area of 15,210 square miles was released from the tick-fever quarantine. The order affects the following counties: Arkansas—Clark, Hot Spring, Miller, Pike, and the remainder of Howard; Florida—Bradford, Clay, Gilchrist, Levy, Nassau, and part of Duval; Texas—Cass, Gregg, Harrison, Hays, Henderson, Kleberg, Marion, Smith, Travis, part of Limestone, and the remainder of Matagorda and Wharton.

The last seventeen of the counties of Mississippi were released on July 1, making Mississippi the eleventh of the original fifteen tick-infested states to gain freedom from quarantine. States previously released are Alabama, California, Georgia, Kentucky, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, and Virginia. Of the territory originally infested, 83 per cent has now been freed from the tick.

"I like THE PRODUCER. I think it is the best source of information on live-stock conditions that I have been able to get, and you are to be complimented on getting out such valuable articles."—HARRY WINSTON, Snyder, Tex.



# OUR TRAFFIC PROBLEMS

## TRAFFIC AND TRANSPORTATION

BY CHARLES E. BLAINE

*Traffic Counsel, American National Live Stock Association*

### Pending Legislation in Congress

SENATOR BROOKHART, OF IOWA, HAS REINTRODUCED two bills previously introduced by him in the Seventieth Congress. One provides that the Interstate Commerce Commission be authorized to acquire a coast-to-coast railroad system; the other, that any proposed consolidations under private ownership shall provide for consolidation of railway properties into a system extending from the Atlantic to the Pacific coast.

### Formal Complaints Filed with Interstate Commerce Commission

No. 24108, T. E. Pollock et al., Flagstaff, Arizona v. A., T. & S. F. Ry. Co. et al.: Attacks rates and charges on sheep and goats from points in Arizona on the Santa Fe and Southern Pacific to Kansas City and St. Joseph, Missouri. Reasonable rates for the future, and reparation, are sought.

### Formal Cases Pending before Commission

Nos. 6409-6410: According to announcement by Charles Donnelly, president of the Northern Pacific, and Ralph Budd, president of the Great Northern, the application seeking authority to consolidate the Great Northern and the Northern Pacific Railroads is to be withdrawn from the commission. As reported in the April, 1930, PRODUCER, the commission authorized the unification of these lines under a new corporation, including the leasing of the Spokane, Portland & Seattle Railway, subject to certain conditions, one of which was that the Chicago, Burlington & Quincy line should be divorced from the control of the new company.

The proposed unification developed considerable opposition, causing a storm in the last Congress, and the case was reopened by the commission for further hearing.

No. 23400, Motor-Vehicle Co-ordination: Recommendations for legislation to regulate motor-truck and bus operation on highways were made by officials of various lines at the further hearing in this case held at St. Paul, Minnesota. Considerable testimony was presented, intending to show the extent and effect of truck-line competition on the railroads in the north-central states. At South St. Paul the figures showed the proportion of inbound live stock arriving in motor trucks, in carloads, to have increased from 7.1 per cent in 1925 to 18.8 per cent in 1929. At Omaha, in the same period, it increased from 8.5 to 30 per cent; at Sioux City, from 13.3 to 48.8 per cent; at Sioux Falls, from 52 in 1926 to 81.4 per cent in 1930. Members of the Minnesota, North Dakota, and Montana state commissions sat with the Interstate Commerce Commission's examiner in this hearing. Subsequent hearings in this case are scheduled for various points throughout the United States.

## Decisions of Commission

No. 21513, Bodine & Clark Live Stock Commission Co. v. Great Northern, 167 I. C. C. 582: The commission has reopened this case for reconsideration on the record as made. (This case was reported in the October, 1930, issue of the PRODUCER.)

No. 22376, Charles S. Hardy v. G. S. & H. A. et al.: Rates on cattle from Snyder, Marfa, Alpine, and Marathon, Texas, to San Diego, California, over a route through Mexico, found not to have been unreasonable. Complaint dismissed.

No. 21950, Russ Market Co. et al. v. Northwestern Pacific et al.: Rates charged on fat cattle from Wilson, Nevada, to Russ, California, and on feeder cattle from Alturas, California, to Kekawaka, California, over an interstate route, found unreasonable to the extent that they exceeded or might exceed \$149 a car from Wilson to Russ, and \$114 from Alturas to Kekawaka. Reparation was awarded, and the new rates were ordered to be established not later than March 31, 1931.

No. 21337, J. J. Lane v. A., T. & S. F. Ry. Co. et al., and cases grouped therewith: (Reported in the December, 1930, issue of THE PRODUCER.) Defendant carriers have petitioned the commission for vacation of the orders awarding reparation.

## Court Decisions

The Supreme Court of the United States, in No. 10, U. S. and Interstate Commerce Commission v. Chicago, Milwaukee, St. Paul & Pacific Railroad Company, held that there is a limit to the power of Congress and the commission in connection with the regulation of interstate commerce, and that the commission exceeded that limit in attaching a proviso to its order in the Milwaukee Reorganization Case dealing with the disposition of a fund that was to be used to pay reorganization expenses. The decision upholds that of the lower court, which also condemned this part of the commission's order. The court held, in effect, that finding the condition invalid did not affect the rest of the order, and that the lower court had jurisdiction to deal with the matter.

Southwestern carriers have petitioned the Supreme Court of the United States for rehearing in No. 44, Beaumont, S. L. & W. et al. v. U. S. et al., and in No. 45, U. S. et al. v. Beaumont, S. L. & W. et al., in which the court upheld the commission's decision prescribing increased divisions of joint rates, estimated to give the Western Trunk Line carriers an increase of about \$3,000,000 in their annual revenue.

Equity No. E-9113, Oregon-Washington Railroad and Navigation Co. v. U. S., Interstate Commerce Commission, Public Service Commission of Oregon, and the Public Utilities of the State of Idaho, has again been submitted to the federal court at Portland, Oregon. (See July, 1930, issue of THE PRODUCER.) This is the second submission in this case, made necessary by the death of Circuit Judge Dietrich. The carrier is asking for an injunction forbidding the enforcement of the

commission's order, requiring extension of that railroad's line through central Oregon, a distance of 185 miles, to connect with the Union Pacific and Southern Pacific systems.

#### Freight Bureau Dockets

No. 21941, Southwestern Freight Bureau docket, proposes an amendment to the rules governing the transportation of live stock in the Southwest, and between points in the Southwest and Western Trunk Line territory, so as to provide transportation of an attendant to destination and return on one car of live stock, as now provided for two or more cars. It is further stated that this change will put the railroads on a competitive basis with truck competition, in an attempt to divert traffic to the railroads that the trucks are now handling.

#### New Tariffs

D. & R. G. W.: I. C. C. No. 405, canceling I. C. C. No. 387, is a new tariff effective January 22, 1931, providing rates on cattle and hogs from points in Colorado and New Mexico to stations in California. No important changes are indicated.

C., B. & Q.: I. C. C. No. 17651, canceling I. C. C. No. 17032, is a new tariff effective January 20, 1931, applying on live stock between Chicago, St. Louis, St. Paul, etc., and stations on the C., B. & Q. R. R. and affiliated lines west of the Missouri River. No important changes are indicated.

#### Miscellaneous

Objections are developing to the commission's recommendations, in its annual report to Congress, for a reduction in the time for filing of claims for overcharges and reparation. (See January, 1931, PRODUCER.) The principal objections so far have been raised by the Northwestern Lumbermen's Association and the Northwestern Retail Coal Dealers' Association.

Class I railroads of the United States for the first eleven months of 1930 had a net railway operating income of \$834,510,032, which was at the annual rate of 3.41 per cent of their property investment. In the eleven months of 1929 their net railway operating income was \$1,202,707,319, or 5.03 per cent on their property investment. ("Property investment" is the value of the road and equipment as shown by the books of the railroads, including materials, supplies, and cash.) The net railway operating income is what is left after the payment of operating expenses, taxes, and equipment rentals, but before interest and other fixed charges are paid. The report is based on returns from 171 Class I railroads, representing a total of 242,759 miles. Class I railroads in the Western District had a net railway operating income of \$329,962,230, which was at the annual rate of return of 3.21 per cent on their property investment. For the same eleven months in 1929 the railroads in this district had a net railway operating income of \$467,248,971, which was at the annual rate of 4.66 per cent on their property investment.

Complete reports for the year 1930 show that 45,887,413 cars of revenue freight were loaded. This was a reduction of 6,940,512 cars, or 13.1 per cent, under the number loaded in 1929, and a reduction of 5,702,474 cars, or 11.1 per cent, under 1928. Loadings by commodities for 1930, compared with 1929, were as follows.

	1930	1929
Grain and grain products.....	2,265,925	2,396,195
Live stock .....	1,285,245	1,419,191
Coal .....	7,951,868	9,095,271
Coke .....	487,152	634,427
Forest products .....	2,368,419	3,248,408
Ore .....	1,664,725	2,281,566
Merchandise in less-than-carload lots..	12,201,445	13,205,698
Miscellaneous freight .....	17,662,634	20,547,169

#### BEEF-GRADING SERVICE EXTENDED

FIVE NEW CITIES HAVE BEEN ADDED TO THE LIST of those in which government beef-grading is available—Buffalo, N. Y.; Erie, Pa.; Sioux City, Iowa; Wichita, Kan.; and Arkansas City, Kan. W. C. Davis, senior marketing specialist, recently returned to Washington after a trip of nearly two months in the field, in the interest of getting the work started at the new points. He reports that the service is meeting with the hearty indorsement of both trade and public.

#### NO CORN-BORER CONFERENCE THIS YEAR

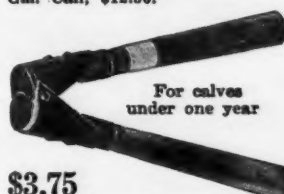
THE ANNUAL CORN-BORER CONFERENCE WILL not be held this year, it is announced from Washington. At these conferences, for the last four years, federal and state administrative officials and scientists from the United States and Canada, as well as others interested in corn-borer research, have mapped out a campaign for the succeeding twelve months. The program for the year 1931, however, will be practically the same as for 1930, as the experience gained during the past season by the Bureau of Entomology has not led to any change in its recommendations for control of the pest. These recommendations include the utilization or destruction of all parts of the corn plant before June 1 by either feeding, burning, or plowing under.

#### Russia to Build Packing Plants

Soviet Russia is reported to be planning to spend the sum of \$80,000,000 in the erection of forty modern meat-packing plants. The work will be under the direction of American engineers.

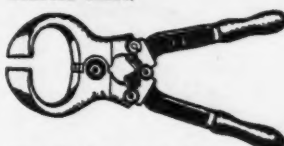


Prepaid Prices: Qt., \$1.00;  
Half Gal., \$2.00; Gal., \$3.00; 5-Gal. Can, \$12.50.



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was no idle dream with the Cutter Laboratory, but an accomplished fact. True, we were marketing no such sure, lifetime preventives as we are today. But the Cutter Blackleg product even then was a vast step ahead of splitting calves' tails and other "sure preventions" of the times.

Thirty years of constant research have developed three dependable, lifetime preventives—Cutter Blackleg Aggressin (liquid and solid) and Cutter Blackleg Bacterin.

The same standards, the same fidelity to detail, as go into the manufacture of our human vaccines and anti-toxins.

*The* **CUTTER** *Laboratory*  
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# THE MARKETS

## LIVE-STOCK MARKET IN JANUARY

BY JAMES E. POOLE

CHICAGO, ILL., February 1, 1931.

NOT UNTIL THE MIDDLE OF JANUARY WAS IT possible to "crack" the cattle market—a seasonal performance. Even then no serious damage was done. On eleven distinct occasions since last September, killers have made successful raids, only to lose ground promptly. The bald fact is that beef consumption, even under present depressed conditions, is equal to production, that product does not accumulate in coolers, and that a few days of light receipts put prices right back. The cattle market has been bucking an array of adverse influences, including cheap pork, lamb, poultry, and eggs, not to speak of industrial stagnation. Under such circumstances, it has been equal to a creditable performance.

### Desirable Cattle Selling Readily

Good cattle and beef of desirable grade sell well, at "plus" profits; lower grades are sticky, at "minus" profits. Possibly the explanation is that the well-to-do element of the population is able to replenish its larder, while wage-earners are scrimping. Another thing is that good cattle are scarce, while middle and lower grades are reasonably plentiful. When the market was "cracked," good cattle regained most of the loss within a few days; other types did not respond. Cattle selling at \$10.50 to \$13.50 are in a specialty class, while \$8 to \$10 steers have experienced rough going. This condition is reflected in the cow and heifer market, which has suffered from semi-paralysis right along. Obviously, people who buy medium and cheaper grades of beef have switched to pork and other less expensive foods. Eggs are abundant and cheaper than in many years.

### Common Kinds Not Popular

Usually with the turn of the year common and nondescript cattle have an inning, the spread narrows, and good cattle with weight suffer. If this may be accepted as a rule, it was inoperative this season. Lower-grade steers, cows, or heifers were not popular with killers, while decently finished steers cleared readily. At no time was \$13.50 an impossible price, whereas little cattle carrying a decent covering sold at \$7.25 to \$8—probably the widest spread ever made on a January market. Killers buy cattle for but one reason—sale of the beef—and their preference indicates the kind of product the demand calls for.

### Long-Feds Have Prompt Clearance

Hardly was the holiday season over when the last of the 1930 crop of long-fed steers disappeared. It was replaced by a delegation of heavy short-feds acquired in July and August last, plus an aggregation of light steers in merely warmed-up condition, selling at \$8 to \$9, while the heavier cattle brought \$9.50 to \$12.25, according to what they were. These steers showed margins over first cost ranging from \$2 to \$4 per cwt., and in spots \$5, creating an era of good feeling until the middle of January, when prices were scaled down 50 cents to \$1 per cwt.—not without a heroic effort on the part of killers.

Such margins naturally attracted cattle to the market; yet at no time were receipts heavy. With merely a modicum of steers weighing 1,200 pounds to work on, killers were under the necessity of going to heavy animals, regardless of quality. Before the end of January, shippers were bidding on anything wearing a hide weighing over 1,100 pounds, even the much-berated rough steer getting by. Such cattle were marked up \$2 per cwt., compared with the period sixty days previously when they had difficulty in eliciting bids. All the heavy cattle laid in subsequent to July, 1930, have made good money, and, as corn declined, profits increased, a favorable winter facilitating putting on cheap gains.

### Heavy-Weights Score

With choice, long-fed bullocks unavailable, eastern shippers have had no alternative except substitution. An occasional load of 1,800-pound cattle was no longer greeted with profanity; 1,400- to 1,500-pound angularity was accepted without protest; and a load of long-feds of about the same avoirdupois was a prize package at \$13 to \$13.50. Finished yearlings disappeared simultaneously, few little cattle being good enough to beat \$12. All of which goes to show that nothing is static in this world.

### She-Stuff Moves Slowly

For some reason or other, heifer trade has needed the services of a competent apologist right along. A year ago killers cleaned up the daily supply of heifers before the morning had advanced far; on this occasion they lay around the yards a week or more, thousands selling at \$6.50 to \$8.50. No reason is forthcoming except that the product did not move. Similarly, fat cows were poor property, especially if priced above \$5.50. Cheaper grades, vending at \$3 to \$4.50, never had difficulty in getting over the scales. Some of the wise guys put responsibility on heavy imports of South American canned and pickled beef, every pound of foreign product making competition for the domestic article. Cheap hides and by-product

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to make it easy

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Superior Calf Dehorner—keenest steel edges; light—strong; quick—easy—powerful action; takes horn to about 1 1/4 inches. Price, each \$5.00.

Highly protective wound-dressing; soothing; styptic; adhesive; repellent to deadly Blow Flies. Qt., \$1.00; 1/2 Gal., \$2.00; Gal. can, \$3.00.

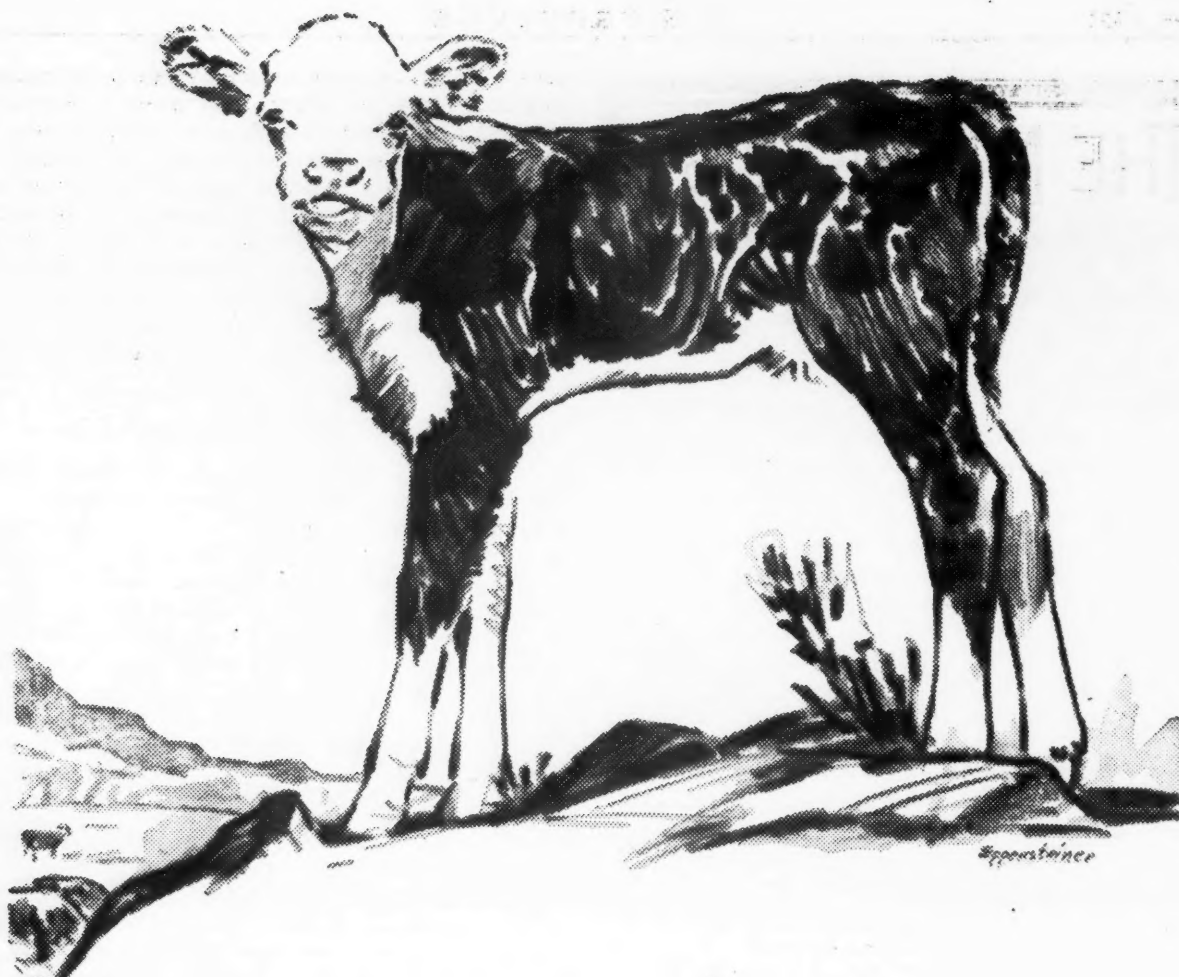
Either item postpaid in U. S. A. if cash accompanies order. Ask about Denver 2 Circle Dehorner or improved saw for older cattle.

**The Antiseptic Products Company**

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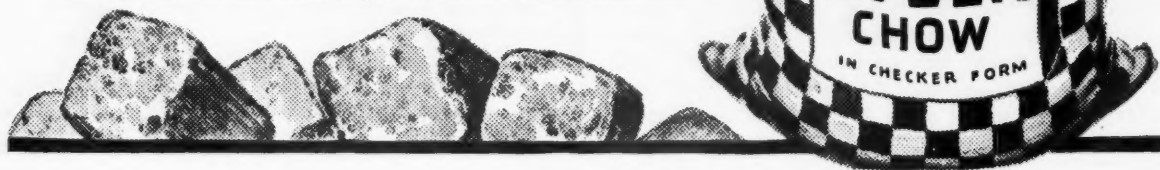


# ALIVE!

**T**HERE HE STANDS...alive! Built right from the tip of his nose to the tip of his tail. Such a calf is a job well done...a job done by his mother. Cows grow their unborn calves from feed. So, naturally, a difference in feeds makes a difference in calves.

Purina Steer Chow makes a big difference. It contains three real cattle feeds...cottonseed...linseed...molasses...put together in just the right proportion...mixed over and over...960 times. Processed into handy-sized feeding bits called Checkers (cubes). There's no waste to these Checkers and they're easy to feed. In any weather they roll easily from the Checkerboard bag... cattle pick them up easily from where they fall.

Give your cows the stuff it takes to make good calves...Purina Steer Chow. In the spring you'll see the job that it does...calves alive...calves standing on all four...calves ready to do a real job of growing. It takes such calves to be money-makers. Purina Mills, 915 Checkerboard Square, Saint Louis, Missouri.



were partly effective. A combination of causes is always requisite to developing a condition, favorable or otherwise.

#### Eastern Demand a Factor

Killers expected to buy cattle substantially lower during January, and would have accomplished that purpose had tonnage been somewhat heavier. As it was, they ran into a crop of warmed-up, low-dressing light steers, tonnage was deficient, and at intervals they were under the necessity of scrambling to keep a little beef on the hang-rail. At Chicago, eastern demand was the price-making factor, that influence extending westward in a less degree. New York, Boston, and Philadelphia were free buyers of weighty steers much of the time, and when that demand had been satisfied the crop was closely picked over.

#### Feeders Anxious to Liquidate

Psychology in feeding circles reverses that of the corresponding period of 1930. All the cattle on feed are for sale at the earliest possible moment, commission houses having difficulty in restraining the anxiety of owners and bankers to count the money. Nothing has developed since the turn of the year in financial or industrial circles to engender optimism among beef-makers, and after what happened in 1930, putting on weight is considered poor judgment. Even with heavy steers occupying a front position on the stage, feeders are not replacing that type of cattle, indicating skepticism.

#### Hogs Stabilized at Low Level

Hog prices have been effectively stabilized, but at low levels—an outcome not in accord with price-stabilization plans or theories. All through January the bulk of hogs sold within a somewhat wide range of \$7.25 to \$8, a few extreme weights going down to \$7; feather-weights, to \$8.25 or better. Supply was continuously heavy, and if the cutting operation did not show a profit, eastern killers must have been gluttons for financial punishment, as they were free buyers at all times. Packers expanded country-buying operations—ostensibly to maintain prices. An open winter militated against maximum pork production, export demand for both lard and cured meats was somewhat restricted, and the fresh market battled with cheap lamb and poultry. The January hog market was constantly filled with hogs that showed up in December last year, and, as weather conditions were favorable, the somewhat delayed run came freighted with weight; also lard. Until the crop is in, speculation as to its numerical strength will be futile, but tonnage will be heavy, and there will be enough summer meat on hand at the end of the winter packing season to remove any doubt as to the ability of killers to satisfy trade requirements. Hogs have paid for their board; and when that happens, killers do not squeal audibly. If the dollar-corn mirage had not faded out, this crop of hogs would have cost killers a lot of money. As it is, corn has been cashed in prodigious quantities, and prices remove apprehension of sharply curtailed swine production, which is the last thing Packingtown desires. If it were otherwise, it would have been as easy to put away this crop of hogs on a 6½-cent basis, so complete is price control.

#### Lambs Doing Better than Expected

Lambs have done better than most people in the trade expected—and none interested expected much. It may or may not have been a coincidence, but, the moment packer-fed lambs ran out, prices advanced from an \$8-\$8.50 to a \$9-\$9.50 basis, or enough to let feeders out with more than enough to reimburse them for the feed-bill. Eastern orders reached all west-

ern markets about the middle of January, putting a stout prop under the price-list and stimulating packer buying. On one occasion the latter raided the market, taking the entire package away from shippers. Undoubtedly this volume of eastern orders added \$1 per cwt. to the price. Sheep advanced \$1 per cwt. for no other reason than scarcity, as consumption of heavy mutton is stabilized at small volume. There was always a broad outlet for thin lambs on feeder account, making prices go up to \$8 to \$8.50; but, as nearly everything got fat, finishers secured few. Supply of lambs was heavy all through the month; yet congestion in the dressed market was rare, and, as little complaint came from killers, they were able to market their product at "plus" prices, despite low value of pelts. The gratifying feature of winter lamb trade has been the manner in which an enormous, if not unprecedented, quantity of product has been absorbed. If this vantage-ground can be held, growers are in stronger strategic position than recently.

### CATTLE MARKET OUTLOOK

BY JAMES E. POOLE

STATISTICALLY THE COMMERCIAL CATTLE INDUSTRY is in strong position; otherwise, owing to the general decline in commodity values, that position is less secure. Production will show further decline in 1931; but this is no peg on which to hang a shortage argument, as other factors than production enter into the equation. Shortage, as Soothsayer Einstein would say, is relative. A single carload of beef would register in the surplus category, if people quit eating that food.

Cattle trade has been bucking a phalanx of adverse influ-

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Hogs, Bred Sows, and Fine Choice Boars, ready for service. May and June pigs most profitable. Real breeding. Special to 4-H members. Guaranteed.

RAY RICKETTS

Arnold, Neb.



ences, and, reckoning with these obstacles to distribution, live cattle have held up well. Hides and all by-products, except the few having pharmaceutical value, are at the lowest level in years, and all competitive foods are dirt-cheap, especially when considered in relative terms. Pork—the “poor man’s meat”—naturally has the “call” with the industrial element, being both cheap and wasteless. Lamb has not been available in such quantities or at such low prices since the war; the hatchery man has filled the whole country with poultry; eggs are away down; fish is an economical part-time food; and all the vegetables and fruits are within the reach of the masses. Under such circumstances, the wonder is that live-cattle values have held up—a performance that would have been impossible without restricted production.

In this era of bountiful food production, beef is the only commodity not in the list of surpluses. And, what is more, immediate expansion is impossible, owing to the length of the production circle. Production does follow price, but not with promptitude when the cycle is lengthy. A surplus of any one-year crop develops in a single season; a glut of hogs may be created within three years; of lambs, in five years; but in the case of cattle it is a different proposition. On the other hand, beef is peculiarly sensitive to industrial conditions; also, competition with other foods.

Visible supply of cattle, especially fat cattle, is the reverse of excessive, and far below that of a year ago. The usual crop of steers did not go into feeders’ hands last fall, and it is being crowded marketward persistently. Since early in December the inevitable has happened, weight going to a premium. Eastern killers, recently fastidious in the matter of weight, have thrown such discrimination to the winds. Any steer weighing 1,300 pounds and up—choice, good, plain, or even rough—gets action. Choice yearlings are out of season, most of the light cattle weighing below 1,100 pounds having been on corn less than 150

days. Relative scarcity of heavy cattle has enabled those who had foresight to acquire that type subsequent to July last to make a potful of money, margins over cost running as high as \$5 per cwt. Almost unanimously the country went to light cattle, letting killers take fleshy feeders with weight; and, as usual, the majority erred. However, that policy was beneficent, as the trade needs merely a few heavy bullocks; and had the number fed been substantially greater, recent performance would have been impossible. The result has been a wide spread between warmed-up light and well-fatted heavy cattle, the former making \$13 or better, the latter selling down to \$7 where quality was lacking. This is an unusual mid-winter condition that is susceptible of change, although prospective supply of big cattle is limited. They did not go into feeders’ hands, and it is axiomatic that what does not go in cannot come out. The present disposition of feeders is to cash early, whereas a year ago the accepted policy was to carry steers along in the hope, if not confidence, of higher prices. After what happened during the latter half of 1930, weight is taboo. Assurance from various official sources that wheat can be converted into beef to realize \$1.50 per bushel falls on deaf ears. Where wheat slumped, its half-brother, corn, joined the procession, and, except in such wheat-surplus states as Kansas, cattle-feeders have had no incentive to ship in wheat, corn being plentiful locally around 60 cents per bushel. The average feeder knows what he can do with corn, and is disinclined to experiment with wheat.

Cattle deficiency is mainly in beef-making territory east of Chicago, and, until that area runs into more favorable physical conditions, feeding will not be resumed. The winter has been dry, which does not promise grass. So deficient is eastern fat-cattle supply that winter shipping demand from that quarter has been augmented at Chicago and other western markets. In fact, order trade has dominated Chicago prices, absorbing practically all the steers adapted to eastern slaughter, thus developing two markets—one for shipping, the other for local, or “house,” killing. East of the Ohio-Indiana line, including the Virginias and Ohio, few steers went in last fall, owing to drought; Kentucky is practically out of the beef-making game this season, for the same reason; Indiana has been cleaning up with all possible celerity; Missouri, Illinois, and even Iowa, are light; Nebraska and South Dakota being the only areas reporting a full complement. Assuming that the present unloading policy is persisted in, a time may come when killers will run into hard picking.

Evidence of diminishing beef production is found in 1930 slaughter under federal inspection—figures which tell their own story. Since 1926—the last year of heavy product—shrinkage, both in numbers and in tonnage, has been steady, and, while production is still above pre-war figures, population increase must be reckoned with. Obviously, per-capita production and consumption are falling down rapidly. Curtailment of slaughter, outside the sphere of federal inspection, has been even greater, scarcity of local cattle having necessitated suspension by many small plants east of the Mississippi River, and especially east of Chicago. The slaughter figures follow:

Year	Head	Year	Head
1907.....	7,633,365	1919.....	10,091,084
1908.....	7,297,260	1920.....	8,608,691
1909.....	7,713,807	1921.....	7,608,280
1910.....	7,807,600	1922.....	8,677,807
1911.....	7,619,096	1923.....	9,162,516
1912.....	7,252,578	1924.....	9,593,075
1913.....	6,978,361	1925.....	9,853,039
1914.....	6,756,737	1926.....	10,180,146
1915.....	7,153,395	1927.....	9,520,104
1916.....	8,310,458	1928.....	8,467,308
1917.....	10,350,152	1929.....	8,324,067
1918.....	11,825,549	1930.....	8,170,373

Herd Bulls

Range Bulls

### PURE-BRED HEREFORD CATTLE

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LARKSPUR, COLORADO

R. P. Lamont, Jr.

Owner

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Since 1926 aged steers have been closely garnered, and an army of overaged cows have gone to the butcher. If the population is to be adequately beef-rationed without resorting to importation, these figures deserve serious consideration. They should demonstrate the strong strategic position of the commercial breeder.

### LIVE STOCK AT STOCK-YARDS

**A**PPENDED ARE TABLES SHOWING RECEIPTS, shipments, and slaughter of live stock at sixty-five markets for the month of December, 1930, compared with December, 1929, and for the twelve months ending December, 1930 and 1929:

#### RECEIPTS

	December		Twelve Months Ending December	
	1930	1929	1930	1929
Cattle*.....	1,202,200	1,104,144	13,798,559	14,336,689
Calves.....	533,905	450,645	6,367,697	6,102,955
Hogs.....	4,002,246	4,256,439	40,774,415	44,096,872
Sheep.....	2,307,212	1,702,638	29,807,647	26,867,611

#### TOTAL SHIPMENTS†

	December		Twelve Months Ending December	
	1930	1929	1930	1929
Cattle*.....	542,556	482,624	6,176,090	6,491,585
Calves.....	184,323	143,930	2,141,908	1,908,765
Hogs.....	1,542,370	1,449,293	15,881,552	16,153,798
Sheep.....	1,081,069	731,852	14,606,200	13,994,817

#### STOCKER AND FEEDER SHIPMENTS

	December		Twelve Months Ending December	
	1930	1929	1930	1929
Cattle*.....	267,451	218,550	2,858,476	3,249,614
Calves.....	64,281	36,911	567,840	401,187
Hogs.....	40,709	53,108	517,237	622,681
Sheep.....	282,436	182,973	4,463,247	5,565,118

#### LOCAL SLAUGHTER

	December		Twelve Months Ending December	
	1930	1929	1930	1929
Cattle*.....	654,062	611,933	7,463,508	7,691,116
Calves.....	361,148	311,396	4,241,083	4,215,377
Hogs.....	2,459,883	2,800,763	24,882,880	27,919,869
Sheep.....	1,230,385	966,996	15,173,359	12,851,967

\*Exclusive of calves.

†Including stockers and feeders.

### COUNTRY IS SHORT OF FEEDERS

J. E. P.

**I**N A POTENTIAL SENSE, A LARGE NUMBER OF REPLACEMENT cattle are needed in the worst way. Every section east of Chicago is away short of normal bovine population. Such states as Pennsylvania, Ohio, Kentucky, and Michigan bought sparingly last fall, owing to feed shortage. Indiana laid in a considerable number of cattle, but has been unloading, and neither Illinois nor Wisconsin has many. The hesitating attitude of the fat-cattle market all through January was not calculated to stimulate investment, and, in any case, the stock-

cattle market was poorly supplied. Assuming that potential demand exists, other factors must be reckoned with. Country bankers, apprehensive of overnight "runs" by depositors, are conserving cash and not easily approached on the subject of cattle-purchase loans; commission houses are conservative, and fear dominates the whole situation. Last year the fat-cattle market slipped from January to September, and it is human nature to expect repetition of that program. When, as happened during the last week of January, a little run of 34,000 cattle at Chicago could not be readily absorbed, apprehension in beef-making circles is warranted. Various causes were assigned, among them a penny-saving attitude on the part of consumers, coupled with cheapness of other foods. An unemployed army went fishing on interior lakes and rivers during the winter—not for pastime, but to get food, selling the surplus in town. Other unemployed took to rabbit-hunting, furnishing an additional grist of cheap food. Whatever may have been the causes, the beef market did not act well under a miniature cattle supply.

Fear has also been responsible for premature marketing of a bovine army. Steers laid in last fall with intention to carry until March and April have been jettisoned freely, and will continue to come. The January run of fat cattle at Chicago, although lighter than that of the same month last year, carried thousands of February steers. Most of them paid out, although November and December bloom disappeared. Diminishing margins changed cattle feeders' psychology, especially where they held on last year, only to run up a feed-bill and take less money later. Few people at the market have had sufficient courage to advise holding, and it is doubtful if such advice would have been taken. Feeders were in selling mood,

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and when the cattle carried loans the banker urged cashing. "Get cattle money in the bank," was a popular slogan. The result was the worst-conditioned January supply of fed cattle which killers have garnered in many a long day.

Speculation as to the number of cattle that went on feed during the October-to-December period is futile, if reasonable accuracy is aimed at, but elsewhere than in Nebraska and South Dakota the number was considerably less than the previous year. These cattle are coming out early—a policy that should, and probably will, emphasize replacement demand. When the country fills up with water, and a crop of grass develops, cattle will be needed for replacement purposes in large numbers. At present, prospective buyers are playing a waiting game, which is not surprising in view of general conditions.

Results of the Denver auction of stock cattle in January were not far from expectancy. A total of 268 carloads averaged \$8.91 per cwt., compared with \$12.01 in 1930 and \$12.21 in 1929. The champion carload of calves, wearing the Matador brand, realized \$12, against \$18.25 in 1930, \$26 in 1929, \$24 in 1928, and \$20 in 1927. Prices were in line with the market, when the character of this offering is considered. The mid-winter stock-cattle market did not register accurately, owing to abnormal conditions; otherwise cattle leaving the markets would have realized more money.

The prospect is pregnant with hope, although assurance is lacking—a deficiency that may easily be remedied.

### COMPARATIVE LIVE-STOCK PRICES

**B**ELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on January 30, 1931, compared with January 2, 1931, and February 3, 1930:

SLAUGHTER STEERS:	Jan. 30, 1931	Jan. 2, 1931	Feb. 3, 1930
Choice (1,100 to 1,500 lbs.)	\$11.75-13.25	\$12.00-14.25	\$14.75-16.00
Good	9.75-12.25	9.00-12.75	12.50-15.25
Choice (1,100 lbs. down)	12.25-13.25	12.75-14.50	15.00-16.00
Good	9.75-12.25	10.00-12.75	12.50-15.25
Medium (800 lbs. up)	7.75- 9.75	7.50-10.00	10.75-12.50
FED YEARLING STEERS:			
Good to Choice	9.50-13.25	10.00-14.50	12.50-16.00
HEIFERS:			
Good to Choice	6.75-10.75	8.00-12.50	9.00-14.25
COWS:			
Good to Choice	4.75- 6.75	5.25- 7.25	7.75- 9.75
FEEDER AND STOCKER STEERS:			
Good to Choice (800 lbs. up)	7.00- 9.00	7.00- 8.75	10.00-11.25
Common to Medium	5.50- 7.00	5.50- 7.00	8.50-10.25
Good to Choice (800 lbs. down)	7.25- 9.00	7.25- 9.00	10.00-11.25
Common to Medium	5.50- 7.25	5.50- 7.25	8.25-10.25
HOGS:			
Medium Weights (200 to 250 lbs.)	7.25- 8.00	7.95- 8.20	10.10-10.60
LAMBS:			
Medium to Choice (92 lbs. down)	7.25- 9.50	6.50- 8.85	11.00-12.75

## Registered HEREFORD BULLS

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Cheyenne, Wyoming

Established 1872

Incorporated 1908

### HIDE VALUES STILL DEPRESSED

J. E. P.

**C**ONDITIONS IN HIDE-AND-LEATHER AND WOOL trades are somewhat analogous. Values have been slowly sinking, tanners having their own way about replacement cost. Occasionally a slight indication of improvement is detected, only to fade out before any considerable volume of business can be transacted. Whenever packers move hides in volume they are under the necessity of making concessions.

Packer hides may be slow, but country product is almost unsalable at absurdly low prices. Shoe business is at low ebb, although some replacement trade is reported.

There is nothing about the situation or the prospect to warrant more than conservative optimism. Tanners may need raw material, but are able to conceal their necessities.

Shoe-manufacturers demand lower-cost leather, their policy being to cut wholesale prices to jobbers. New England factories are endeavoring to enforce a 10 per cent cut in labor, but so far have failed. Labor refuses to liquidate, even though the alternative is unemployment.

### LAMB MARKET REVERSE OF THAT OF LAST YEAR

J. E. P.

**F**AT LAMBS WENT TO A \$9 TO \$9.50 CHICAGO BASIS late in January, compared with \$11.75 to \$13.25 at the corresponding period of 1930, when the big break was at the inception stage. Present and prospective conditions are exactly the reverse of a year ago. What happens late in the season will depend on how many fat lambs Colorado and western Nebraska have concealed in their capacious sleeves. By this time the big 1930 crop of native lambs has been cleaned up, westerns that went on feed in the Corn Belt last fall are rapidly disappearing, and when Colorado and Nebraska are ready to dominate the market, feeders should be in a strong technical position.

Trade opinion is decidedly optimistic, despite low wool and pelt prices, industrial depression, cheap pork, poultry, and eggs, and other discouraging factors. Lambs at \$9 make a different vending proposition from \$13, and at the new price basis the public is devouring the product. The strength of the lamb market may be found in restricted winter production east of Chicago. New York, Ohio, Michigan, Virginia, and other states are practically out of the lamb-finishing business this winter. In territory adjacent to Chicago, Wisconsin is the only feeding-ground still in possession of a considerable number of lambs. With the whole eastern country bare, feeders in trans-Missouri territory should have an opportunity to recover at least some of the money they lost last winter.

Colorado lambs went in late, and may not run freely in March; but if other sections clean up prior to that time, the crop can be absorbed. Nothing breaks the fat-lamb market more readily and effectively than a run at Buffalo and Jersey City. One lamb there damages prices as much as three on the Missouri River, and it is a cinch bet that price-breaking at eastern points will not happen this winter. At the same time, no shortage is on the horizon. Packers have a reliable weekly outlet for around 225,000 lambs, and when slaughter exceeds that number by any considerable margin, forced selling is necessary.

Contract feeding has either paid out or been profitable this winter, but it is doubtful if the big package of several

hundred thousand lambs which packers fed paid the expense bill. This winter's contract feeding in the Corn Belt was an experiment which will be repeated if thin lambs are as low this year as last. As it has happened, western breeders who put stock in feeders' hands got better financial results than if they had taken \$5 to \$5.50 on the range last summer.

Farmer-feeders handling lambs on contract are also well satisfied with results. They got 10 cents per pound for cheap gains, and were favored by an open season. In some instances feeders grossed profits of \$700 to \$800 per carload, allowing for the feed-bill.

With favorable lambing weather, the 1931 lamb crop is expected to equal that of 1930, in which event prices will be held down another year. Mississippi Valley farmers are in the lamb business to stay, as it is more profitable than growing hogs.

### NO IMPROVEMENT IN WOOL MARKET

J. E. P.

**D**DECLINING FOREIGN MARKETS HAVE FORCED domestic wool for near-by deliveries to a lower basis. The January decline at London exceeded expectation, other foreign markets yielding ground simultaneously. Since the shock at London, international markets have shown a steadier disposition, but even the most pronounced optimist is not suggesting substantially higher prices. The star-gazers, prophets, and soothsayers have deserted the wool camp.

So far the new tariff has been effective in excluding foreign wools competing with domestic product, but you never can tell what may happen. Territory wools are down half a cent, and the break in exchange may eventually nullify the tariff, if foreign markets do not brace up. An exchange rate in Australia and New Zealand favors importations, and may require emergency tariff action. Boston is in sensitive condition at the moment, as wool corresponding in fineness and length to domestic fine staple can be landed there, without the duty paid, at 44 cents per pound; half-blood, at 38 cents; three-eighths, at 28 cents; and quarter-blood, at 25 cents, all clean basis. Add a duty of 34 cents per pound, and the domestic clean basis is determined.

Moreover, Australian and New Zealand wool is worth about 10 per cent more than the corresponding grades of territory wool, as much of the inferior content has been removed before packing. If 10 per cent is deducted from the cost of these wools after paying duty, to get the value of corresponding territory wools, fine staple figures about 70 cents; half-blood, 65 cents; three-eighths blood, 56 cents; and quarter-blood, 53 cents. Fine staple territory wools are quoted in Boston at 69 to 71 cents; half-blood, at 64 to 67 cents; three-eighths blood, at 55 to 58 cents; and quarter-blood, at 52 to 55 cents.

While this demonstrates that the tariff is still effective, it also means that domestic prices are so high, compared with foreign quotations, that any further decline there must be met here. International conditions dominate, regardless of tariff.

Contracting wool on the sheep's back is unlikely, no incentive existing while values are still on the down grade. On the other hand, wool is getting so cheap that the bottom of the decline cannot be far away. Even from a speculative standpoint it is good property, as a dollar buys nearly twice as much of the commodity as a year ago, which is astounding, but true.

Unfavorable phases are reduced consumption, ample stocks, proximity of the new clip, and weakness of foreign

markets, for which several factors are responsible. On the other hand, stocks of fabrics and manufactured goods have been whittled down to the smallest volume in years, mills are on a hand-to-mouth basis, and revival of buying power would create an overnight replenishment demand. Meanwhile the piece-goods market lacks activity, mill buying is restricted to prompt-delivery business, and distributors show the same determination to keep down inventories.

A moderate volume of business is transacted at eastern markets from week to week, quotations showing little change. While the trade is standing pat with respect to prices, the atmosphere is unsettled. Prospective purchasers show a pronounced disposition to wait.

Records are being searched for previous periods of similarly low prices. In 1920-21 the market broke, but not so seriously as in 1930. Last year was disastrous all over the world, many mills going into the sheriff's hands.

### HOLDINGS OF FROZEN AND CURED MEATS

**B**ELOW IS A SUMMARY OF STORAGE HOLDINGS OF frozen and cured meats on January 1, 1931, as compared with January 1, 1930, and average holdings on that date for the past five years (in pounds):

Commodity	Jan. 1, 1931	Jan. 1, 1930	Five-Year Average
Frozen beef.....	35,879,000	77,230,000	68,290,000
Cured beef*.....	20,182,000	26,653,000	24,832,000
Lamb and mutton.....	4,858,000	5,317,000	4,345,000
Frozen pork.....	124,788,000	145,078,000	111,631,000
Dry salt pork*.....	69,721,000	107,782,000	107,189,000
Pickled pork*.....	328,808,000	368,126,000	333,065,000
Miscellaneous.....	84,955,000	89,742,000	70,924,000
<b>Totals.....</b>	<b>669,191,000</b>	<b>819,928,000</b>	<b>720,276,000</b>
<b>Lard.....</b>	<b>51,064,000</b>	<b>82,098,000</b>	<b>62,928,000</b>

\*Cured or in process of cure.

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**JOHN E. PAINTER & SONS**

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## WHOLESALE MEAT PRICES

**WHOLESALE PRICES ON WESTERN DRESSED** meats at Chicago on January 30, 1931, compared with December 31, 1930, were as below (per 100 pounds):

## FRESH BEEF AND VEAL

STEERS (700 lbs. up):	Jan. 30, 1931	Dec. 31, 1930
Choice .....	\$15.50-17.50	\$16.00-18.00
Good .....	13.50-15.50	14.00-16.00
STEERS (550 to 700 lbs.):		
Choice .....	15.50-19.00	17.00-20.00
Good .....	13.50-15.00	14.00-17.00
YEARLING STEERS:		
Choice .....	16.00-19.50	18.50-21.00
Good .....	15.00-16.00	16.00-18.50
COWS:		
Good .....	11.00-12.50	11.00-12.00
VEALERS:		
Choice .....	15.00-17.00	17.00-18.00
Good .....	14.00-15.00	15.00-17.00

## FRESH LAMB AND MUTTON

LAMBS (45 lbs. down):		
Choice .....	\$18.00-20.00	\$17.00-18.00
Good .....	17.50-18.50	16.00-17.00
EWES:		
Good .....	9.00-11.00	7.00- 8.00

## FRESH PORK CUTS

8-10 lb. average.....	\$12.00-14.00	\$14.00-16.00
10-12 lb. average.....	11.00-13.00	14.00-16.00

## FEEDSTUFFS

ON FEBRUARY 4 THE PRICE OF COTTONSEED cake and meal, f. o. b. Texas points, was \$26 per ton. Hay prices at Kansas City, February 3, were: Alfalfa—No. 1 extra leafy, \$25 to \$30; No. 2 extra leafy, \$22.50 to \$24.50; No. 1, \$19 to \$22; No. 2 leafy, \$16.50 to \$18.50; No. 2, \$14 to \$16; No. 3 leafy, \$13 to \$14; No. 3, \$10.50 to \$13; sample, \$8 to \$10; prairie—No. 1, \$11.50 to \$12.50; No. 2, \$9 to \$11; No. 3, \$7.50 to \$8.50; sample, \$5 to \$7; timothy—No. 1, \$14.50 to \$15; No. 2, \$13 to \$14; No. 3, \$11.50 to \$12.50; sample, \$9.50 to \$11; timothy-clover, mixed—No. 1, \$14 to \$15; No. 2, \$12.50 to \$13.50; No. 3, \$10 to \$12.



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# TRADE REVIEW

## THE YEAR'S FOREIGN COMMERCE

**DECREASES OF 26.7 and 30.4 PER CENT. RESPECTIVELY**, in exports and imports of merchandise from and into the United States for the calendar year 1930 were recorded in the preliminary computations issued last month by the Department of Commerce. Last year's exports were the smallest since 1922, and imports fell below those of any year since 1921. Corresponding reductions took place in our foreign trade for the month of December. The figures for December and the twelve months ended December, 1930 and 1929, were as below:

	December		Twelve Months Ended December	
	1930	1929	1930	1929
Exports.....	\$273,000,000	\$426,551,000	\$3,841,207,000	\$5,240,995,000
Imports.....	209,000,000	309,809,000	3,061,369,000	4,399,361,000
Excess of exports.....	\$ 64,000,000	\$116,742,000	\$ 779,838,000	\$ 841,634,000

Gold exports for the year amounted to \$115,967,000, and imports of \$396,054,000, against \$116,583,000 and \$291,649,000, respectively, in 1929.

## EXPORTS OF MEAT PRODUCTS

**EXPORTS OF MEAT, MEAT PRODUCTS, AND ANIMAL** fats from the United States for the month of December and the twelve months ending December, 1930, as compared with the corresponding periods of the previous year, were as below (in pounds):

## BEEF PRODUCTS

	December		Twelve Months Ending December	
	1930	1929	1930	1929
Beef, fresh.....	174,758	207,523	2,802,784	2,917,859
Beef, pickled.....	960,545	765,125	14,670,612	10,824,870
Beef, canned.....	72,072	202,844	1,709,544	2,606,162
Oleo oil.....	4,246,935	4,948,041	56,483,104	68,208,850
Totals.....	5,454,310	6,123,533	75,666,044	84,557,741

## PORK PRODUCTS

	December		Twelve Months Ending December	
	1930	1929	1930	1929
Pork, fresh.....	1,833,877	2,069,191	17,573,008	13,539,070
Pork, pickled.....	1,888,364	2,602,020	30,655,495	44,787,116
Bacon.....	4,474,285	9,868,474	89,173,074	138,423,370
Cumberland sides.....	166,663	370,610	4,159,235	5,858,054
Hams and shoulders.....	5,824,667	6,956,736	120,098,575	125,796,826
Wiltshire sides.....	.....	208,059	3,479,976	5,039,434
Sausage, canned.....	100,534	110,625	1,395,793	2,139,100
Lard.....	45,113,994	80,053,005	642,486,396	829,328,487
Lard compounds.....	144,779	198,530	2,436,243	3,632,219
Neutral lard.....	1,167,092	1,477,293	13,531,125	18,539,431
Totals.....	60,714,255	103,914,543	924,988,920	1,187,083,107

"I take several live-stock journals. I consider THE PRODUCER the best of them all. I do not see how I could run my ranch without it."—JOHN T. COX, Salt Lake, N. M.

# FOREIGN

## LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, AUSTRALIA, December 15, 1930.

**A** CONFERENCE OF THOSE INTERESTED IN THE beef-cattle industry was called in Melbourne on November 24, under the chairmanship of the federal acting minister for markets, Mr. Forde, with the object of discussing ways and means of bettering existing conditions. A representative gathering, including cattle-breeders, scientists, packers, and government officials, got together, but it must be confessed that, apart from a few recommendations, nothing of practical value occurred.

Mr. Forde opened the conference by drawing attention to the fact that since 1921 the cattle population of Queensland had decreased by 28 per cent, and that of Western Australia by 11 per cent since 1923. If Australia was to continue to tender for important contracts and to retain her beef trade overseas, he said, steps would have to be taken to increase cattle production at the earliest possible moment.

The minister is reported to have added that growers in Argentina obtained \$70 a head for prime steers from two and a half to three and a half years old. That should be a payable price in regard to cattle production in any part of Australia, but many growers in southern New South Wales and in Victoria showed no enthusiasm as producers of beef, unless prices were in the vicinity of \$90 to \$100 per head. With north Australia as the great breeding-ground, it should pay handsomely to procure young stock from those districts and fatten them in the southern states. The survey of the world position of the beef industry made it clear that beef was one of the few products in regard to which there was not a huge surplus. The forecast of the future indicated a shortage rather than an excess of supply. Here, then, was an industry which could be developed without fear of overproduction, and which in its development might bring about the settlement of those vast lands in the north of Australia which were so eminently suitable for the production of beef cattle.

No doubt the address sounded well, but cattlemen will not be slow to realize that it contained no reference to any intention on the part of the governments concerned to lighten the burdens under which they are staggering. It was all very fine to be told that the industry could be developed without fear of overproduction. What they wanted to know, however, was when the governments proposed to remit some of the excessive taxation, and to provide adequate transport facilities in the isolated north. Those who are struggling along up there are fully aware of the possibilities of the country, and also, more than any minister, of its disabilities. With even one railroad, if fed with stock routes properly provided with wells, cattle-raisers can be depended on to look after the development of the north; but it is doubtful if they will be able to bear any heavier taxes or rents.

The first matter to come up for discussion in conference was the control of animal diseases and pests. The buffalo fly—a tiny, blood-sucking insect that was introduced into the Northern Territory from Java many years ago, and causes

much loss of condition to cattle through worry—was considered the most menacing of the pests at the moment. It was shown that it has spread to western Queensland, and that there was grave danger of it spreading farther east and south in the latter state. A measure of control in the shape of a buffer area in western Queensland, from which cattle are allowed to move east only under certain conditions, has been in existence for some time. As this is not altogether effective, it was urged that all stock in the quarantine area be moved back into the Northern Territory, and that the strip of country be kept absolutely clear of animals. The delegates were told that the matter would receive the consideration of the government.

Rather to the surprise of everybody, the conference decided that consideration of the establishment of a Commonwealth Beef Cattle Advisory Board of five members, as recommended in the reports of the Queensland and Western Australian royal commissions two years ago, was to be deferred for twelve months. This must have been rather a shock for the federal government, as it has a particular weakness for boards of all kinds. Seeing that the board could act only in an advisory capacity, and would have cost money, it is perhaps just as well that nothing was done.

The just-issued report of the Queensland Prickly Pear Land Commission, which has 64,665,000 acres of more or less pear-infested country under its jurisdiction, is a gratifying record of achievement. The first big task of the commission, which was established five years ago, was the destruction of relatively isolated areas of infestation from which the pest was likely to spread in all directions. Over 700,000 acres of that type of country have now been cleared by gangs of men. The more spectacular operations, however, have been since the introduction of the *cactoblastis cactorum* caterpillar. From October, 1927, to June 30, 1929, the commission's officers distributed a total of 220,606,000 eggs of the insect in heavily infested areas. Great as that total is, it was nothing to the distributions of October-November, 1929, and February-March, 1930, when 677,111,500 eggs were liberated. The grand total of *cactoblastis* eggs distributed is 1,700,000,000.

The result of this campaign has been little short of marvelous. In the central and southern districts of Queensland are now to be seen many thousands of acres of land carrying dead pear. What is more, the good work is still proceeding at a rapid rate. The commission is also using the cochineal insect with considerable success. It has proved valuable for reducing the height and density of the pear on scrub lands, for destroying fruit and seedlings, and for preventing fallen pads from becoming established as new plants. More recently it has been found effective for attacking young regrowths springing up from *cactoblastis*-destroyed areas.

Summing up the practical results achieved, the commission definitely states that not only has the spread of prickly pear been controlled, but the area of infestation has been considerably decreased during the past year. It sounds a note of warning, though, when it says that the pear problem has by no means been solved. *Cactoblastis* has not been an inhabitant of Australia for many years, and there is always a possibility of nature striking a balance of enemies that would combat the effectiveness of the insects. Already local parasites are attacking *cactoblastis*, but at present the extent of parasitism is not great.

### Immunization of Cattle against Tuberculosis

Success of a treatment immunizing cattle against tuberculosis, invented by Dr. Henry Spahlinger, a Swiss bacteriologist, has been claimed at a meeting in London. The treatment consists of a series of vaccinations.



# THE BULLETIN BOARD

## PACKERS' BALANCE-SHEETS

The financial statements of the "big four" packers for the fiscal year ending October 31, 1930, show the following:

**Cudahy.**—Sales of the Cudahy Packing Company were \$231,407,035—16 per cent below those of the previous year, although the tonnage turned over was

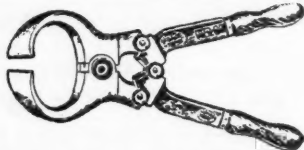
only 4 per cent less. For live stock, \$140,837,566 was paid out. Gross earnings amounted to \$6,185,054. After depreciation, interest, federal tax, and all other charges, net profits were \$2,930,318—the largest in four years. Dividend payments amounted to \$2,448,491. The surplus now stands at \$10,656,519.

**Armour.**—Total sales of Armour & Co. were approximately \$900,000,000. Income, before depreciation and interest, amounted to \$21,388,104, and, before dividends of \$8,946,287 paid on the preferred stock, to \$4,741,027. Surplus was

reduced during the year by about \$4,000,000, and now stands at \$43,078,092. Decreased earnings are attributed to the unsatisfactory market for wool and leather, declining prices on meat and meat products, and a heavy decline in South American exchange.

**Swift.**—Sales of Swift & Co. likewise totaled around \$900,000,000—a decline of 10 per cent from 1929. The sum of \$449,627,309 was paid out for live stock. Net earnings, before depreciation, interest, and tax deductions, were \$27,938,283, and before payment of dividends, \$12,491,189. After payment of dividends of \$12,000,000, there remained a balance of \$491,189, which, added to the previous year's surplus, made a total surplus of \$77,707,888. The company in 1930 handled the largest volume of sheep and lambs in its history.

**Wilson.**—Wilson & Co.'s sales aggregated about \$270,000,000, compared with \$310,000,000 in 1929. Gross earnings were \$5,951,741. After depreciation and interest charges, net earnings were \$2,542,656, as against \$2,304,592 for the previous year. Dividends on preferred stock reduced this to \$542,445, which, carried to the surplus, made a total of \$5,372,577.



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Dear Sirs: I have three of your machines, and am in need of some new brushes; also some medicated dip. Please find inclosed check for two sets of brushes and 30-gallon drum of medicated dip-oil.

I am feeding 750 cattle in the feed-lots. I have neglected to have the machines in operation and notice the cattle rubbing considerably. I am sure the dip will keep them from itching so much, also keep warbles in check, as my past two years' feeding in the lot convinced me your machines are a valuable asset to anyone feeding cattle.

Please ship the above order at once.

Yours sincerely,

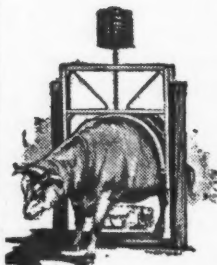
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We invite investigation. Write to any farmer or feeder who is a user of the Automatic Currying and Dipping Machine.

## IMMENSITY OF AMERICAN MEAT INDUSTRY

"Few appreciate the immense size of the live-stock and meat industry," we were told the other day over the radio by W. E. Hunt, assistant professor of animal husbandry at the University of Maryland. For a number of years the per-capita annual consumption of meat and lard in the United States has averaged about 150 pounds, which, however, is less than the amount consumed by the people of Argentina, Australia, New Zealand, and Canada.

"Statisticians, who have an all-consuming passion for trick computations, would enliven the figures in some such way as this: If all the cattle, calves, sheep, and hogs used for meat purposes annually in the United States were loaded at one time into standard single-deck railroad stock-cars, the train so formed would be a mere 13,542 miles long. It would reach from Washington, D. C., to Jacksonville, Fla., to Los Angeles, to Seattle, to New York City, back to Washington, D. C.; then around the same circle again, and as far west as St. Louis on a third lap."

## QUALITY IN CHAIN STORES

One group of chain stores in which as much emphasis is placed on quality as on price is that operated by the Kroger

Grocery and Baking Company, of Cincinnati, Ohio. Much of its advertising, for which an amount in the neighborhood of two million dollars is annually set aside, is used in promoting the consumption of meat. Although the Kroger stores are in a somewhat different position from most other chain systems, in that their meat requirements are met by the packing-houses owned by the company itself, yet, according to Albert H. Morrill, president of the corporation, they always sell the best quality of meat in their territory, and "have a reputation for this quality."

In this respect the Kroger concern differs from some other chains, where cheapness has been the prime consideration, to the injury of meat-producers.

### CITY-WARD MOVEMENT OF OUR POPULATION

The drift from farm to city is shown in the following table, quoted from *Bradstreet's*, giving the numbers and percentages of our urban and rural population for the five census years from 1890 to 1930:

	Urban	Per Cent
1890	22,298,359	35.2
1900	30,380,433	40.0
1910	42,166,120	45.6
1920	54,304,603	51.4
1930	68,955,952	56.2

	Rural	Per Cent
1890	40,649,355	64.8
1900	45,614,142	60.0
1910	49,806,146	54.4
1920	51,406,017	48.6
1930	53,819,525	43.8

## ROUND THE RANGE

### RANGE AND LIVE-STOCK REPORT FOR JANUARY

**Ranges.**—Feed conditions in New Mexico and Texas at the beginning of January were not so good as a year ago, although generally adequate, reports the Bureau of Agricultural Economics. Wyoming, Montana, Oregon, and Washington had been favored with open weather, which permitted grazing. Snow covered much of the range in Colorado, Utah, Nevada, and Idaho, which states, however, were well supplied with feed. Wheat pastures were very good in Oklahoma and Texas, helping out the feed supply. California ranges had declined during December, due to cold weather and lack of moisture, but were benefited by rains early in the new year.

**Cattle.**—Cattle had shown a slight decline during December, but were generally in good condition. Losses had been light.

**Sheep.**—Sheep were generally in good flesh, but showed a slight seasonal shrink. The fall breeding season had been favorable.

### CATTLE AND SHEEP ON FEED

Cattle on feed in the eleven Corn Belt states on January 1, 1931, were 10 per cent below the number on feed a year earlier. In the five states east of the Mississippi River the decrease was 15

per cent, and in the six states west of the river it was 8 per cent. The number of cattle on feed for market at the beginning of the year was the smallest since 1921, and probably since 1916.

The following table showing the number of cattle on feed in the western states in 1929 and 1930 has been prepared by the Denver office of the Bureau of Agricultural Economics:

State	1929	1930
Montana	25,000	24,000
Wyoming	18,000	15,000
Colorado	125,000	131,000
Arizona	38,000	40,000
Utah	42,000	21,000
Nevada	15,000	21,000
Idaho	35,000	29,000
Washington	7,000	7,000
Oregon	12,000	7,000
California	57,000	66,000
Total	374,000	361,000

The number of sheep and lambs on feed January 1 for the United States was estimated at 5,109,000, compared with 5,886,000 on January 1, 1930, and an average of 4,810,000 for the five-year period 1926-30.

### REWARD FOR APPREHENSION OF STOCK-RUSTLERS

A reward of \$500 for the capture, dead or alive, of any person stealing cattle, horses, hogs, or sheep from members of the West River Stock Growers' Protective Association in South Dakota has

been offered at a special meeting of that organization called early last month to deal with this rapidly growing evil, stimulated by the ease with which the thieves are able to get away with their loot in trucks over improved roads. Members of the Western South Dakota Stock Growers' Association attended the meeting, and the latter organization is co-operating in the matter.

**YOUNG MONTANA CATTLEMAN** seeks management or co-management with big outfit. Real opportunity for outfit requiring exceptional experience in every phase of the business. Highest references from Chicago and Montana. Address Box Y, THE PRODUCER, 515 Cooper Building, Denver, Colorado.

**RANCHES**, large or small, for sale, exchange or lease in Texas, New Mexico, Arizona, Wyoming, Montana, Canada, California, Central and South America, Africa, and Islands of the Sea.  
**J. D. FREEMAN**  
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**BLOOD-TESTED, HIGHEST-QUALITY** baby chicks from two-year-old stock. Tom Barron English White Leghorns, 9c; Barred Rocks, R. I. Reds, 10c; White Wyandottes, Buff Orpingtons, 12c; Jersey Black Giants, 15c. Lakeview Poultry Farm, Berlin Center, Ohio.

**FOR SALE:** Big Type S. C. W. Leghorns, Tanager Strain. They shell out the higher-priced winter eggs. Baby chicks, \$12. Hatching eggs, \$6. "You'll be pleased." MRS. PAUL H. CHAMBERS, R. R. 1, Box 170, Las Animas, Colo.

**STEER HORNS FOR SALE**  
Longest steer horns in Texas for sale. Highly polished. Rare ornament. Texas Longhorn cattle now extinct. Free photo. D. BERTILLION, Mineola, Texas.

**HARDY ALFALFA SEED, \$7;** Grimm Alfalfa, \$9; White Sweet Clover, \$3.90; Red Clover, \$13; Alsike, \$12. All 60-pound bushel. Return seed if not satisfied. GEO. BOWMAN, Concordia, Kansas.

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## RANGE AND LIVE-STOCK CONDITIONS

### California

Range conditions in this district are very bad at present. We have just had enough rain to start the grass, but it will be some time before cattle will be able to eat the new feed. The old feed is all gone, and the cattle are living almost entirely on browse. Almost everyone around here is feeding hay to the weaker cattle to carry them over until spring.—J. F. Reyes, Maricopa.

Feed conditions on the west side of the

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THE REGISTERED DESIGNS ARE OURS  
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San Joaquin Valley are about the worst I have ever seen. On my premises of 15,000 acres we have at present 19 head of cattle and 20 half-starving horses, where we formerly ran 800 or 900. We have 800 head out on pasture, feeding hay and cottonseed cake to some of the poorest. Prospects are very unfavorable; the weather very cold and dry; no rain of any consequence yet, and no moisture whatever at night.—A. Domengine, Oilfields.

### Idaho

Most of the cattle in this section are being fed cottonseed cake. The hay supply is going fast. We have not had a break in the weather for two solid months. Some of the sheep are, being brought back to the ranches and fed hay.—E. Lee Hunter, Naf.

Range conditions are not very good in this section, and have not been for the past eight years. Early snows put a great many cattle on feed this fall. Prices are looking better at present. Some good range steers have sold for \$8.50.—Louis Harrell, Rogerson.

### Illinois

Conditions are very good in this section. There is about the usual amount of live stock on feed. Crops were about average, and the quality was very good. We are feeding 235 head of cattle and 420 shoats that we raised.—R. A. Norrish, Morrison.

### Montana

Conditions are fine in this part of the Northwest—very warm, open winter and very little snow. Cattle are doing well on fall pasture so far. There will be plenty of feed for all stock. Cows, calves, and yearlings are looking up, and seem to be more in demand than steers.—Scott & Lane, Arlee.

Cattle and sheep are in good condition, and there is an abundance of hay to bring them through the winter. We have plenty of snow in the hills to insure a good supply of irrigation water. I expect a banner crop of calves. The elevation here is nearly 7,000 feet, but I raise the finest kind of alfalfa and timothy hay. We have had zero weather for the past four weeks, but we do not mind it, as the elevation is so high that the air is light and dry.—Maggie Halligan, Lima.

### Nebraska

Dry, open winter here. Range cattle are fat.—John Buffington, Crawford.

But for the blizzard of December 19 and 20 we should not know that winter is on. Stock is doing fine, but there is lots of snow on the ground yet—about one-fourth covered. We are feeding some hay, with cotton cake.—John H. Vinton, Mullen.

### Nevada

Range and cattle conditions in southern Nevada are very good. There has been a light fall of snow, so that both cattle and sheep can leave the water-holes and get out on the desert, where the feed is very good. But we need much more snow in the high ranges, or our water for irrigation is going to be very short.—Albert Welch, Sharp.

At the present time there is no stock

around Bridgeport. It mostly goes into Nevada for the winter. Around Wellington the range was very good last fall, and sheep have wintered in good shape so far, without hay or corn. The winter has been fine for feeding beef—clear and cold.—S. H. Hunewill, Simpson.

### New Mexico

Cattle and range are in fairly good condition, with more rain than usual at this time of year. Cattle are at a standstill—nothing moving either way.—Lum H. Eakin, Gila.

The severe cold has drawn cattle considerably here. No one is feeding yet. Lots of grass left on range. Warmer weather will make a big improvement in condition of stock.—Ed. Dickens, Greens Gap.

### Oregon

Stock of all kinds came in from the ranges in good condition. As a rule, rains in late October start the growth of grass on the lower ranges, so that stock is going to feed-yards in good condition. In this section there is plenty of feed of all kinds, with a probable light surplus.—Cyrus Williams, Union.

Cattle are wintering fine in our part of the country. We have lots of hay in Malheur County—in fact, quite a surplus.—C. M. Jenkins, Westfall.

### South Dakota

Local conditions are good—cattle, sheep, and range. Stock is fat, and there is plenty of feed for winter. The weather is fine for this time of year. The two feeding stock-yards near the Black Hill sugar mill at Belle Fourche are feeding thousands of cattle and sheep, which makes a good market for all sorts of feed.—Joseph Rail, Arpen.

### Wyoming

We have had a fine fall and winter. Stock never looked better at this time of year. I have not fed any hay yet.—W. F. Macfarlane, Macfarlane.

We are having the most remarkable weather the Green River Valley has known for more than twenty years. Have not started to feed the cattle, with the exception of a few cows and calves.—J. E. Sargent, Merna.

### Canada

Southern Alberta is enjoying an unusually mild winter, following a heavy November snow. Stock is in good condition, as the ranges are open and the weather just cool enough to make cattle "rustle." Feed supplies are sufficient for any bad weather we may get before spring.—C. A. Lyndon, Lyndon, Alberta.

**Satisfied.**—A Georgia salesman tells the story of an aged negro who saw an extraordinary-looking instrument in the shop of an optician. He gazed in open-mouthed wonder, and, turning to the optician, inquired:

"What is it, boss?"

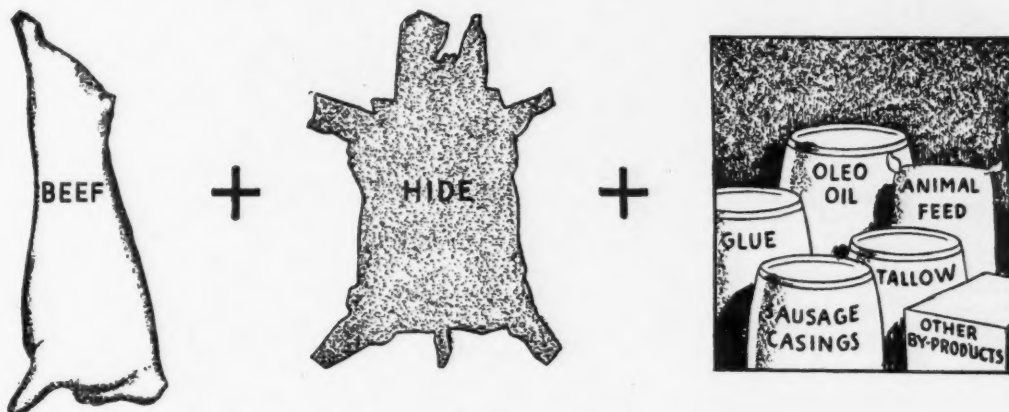
"That," replied the optician, "is an ophthalmometer."

"Sho," muttered the negro, his eyes still fastened on the thing as he backed out. "Sho, dat's what I was afeared it was."—Stray Bits.

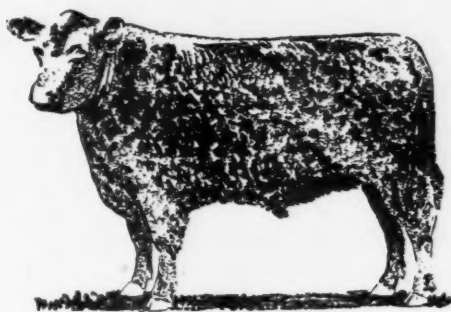
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